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### GRAIN DEALERS' NATIONAL ASSOCIATION.

The tenth annual convention of the Grain Dealers' National Association was held in the banquet room of the Auditorium Hotel on Monday and Tuesday, June 4 and 5. The first session beginning at 10, was largely attended, the hall being

well filled, as will be seen in the picture taken after Secretary Stone of Chicago had delivered the Address of Welcome. Other sessions were not so numerously attended, but on the whole there were more people taking part in the proceedings of the convention than has hitherto been the rule. The sessions were presided over by President M. F. Dunlap of O'Fallon, Mo., who

opened the convention by requesting the members to stand while the Rev. Smith T. Ford made the invocation.

He was followed by Secretary Geo. F. Stone of the Chicago Board of Trade, who made the Address of Welcome. He said in part:

I deem it a distinguished honor to appear before you in response to your generous and cordial invita-



SCENE IN THE BANQUET HALL, AUDITORIUM, CHICAGO, WHEN THE NATIONAL CONVENTION WAS CALLED TO ORDER.



tion to address the Grain Dealers' National Association, a body of gentlemen intimately connected with the commerce and industries of the principal states of the Union, and, therefore, vitally interested in the peace, welfare and prosperity of our beloved country—an association whose primary function it is to bring the buyer and seller, the producer and consumer, together upon an absolutely equitable and mutually advantageous basis to collect and disseminate valuable commercial and economic information concerning the great grain crops of the country, to facilitate the marketing of those crops, and to provide for their prompt distribution both to our domestic and foreign trade—an association that provides for the adjustment of business controversies by arbitration. In this way such controversies are referred to men who are experienced in the grain trade and who are especially qualified to decide as to the rights of the parties in interest and to deal out exact justice to all concerned. You need not have recourse to the courts, and be subjected to the law's delay and have your difference submitted to a jury of twelve men promiscuously appointed and with no special fitness to decide upon the merits of the questions involved in the prosecution of your business.

Your Association also stands as other great mercantile bodies do, for the observance of the highest principles of mercantile integrity, and plainly declares that no man can participate in the privileges of your Association who is guilty of the least deviation from the highest standards of mercantile conduct. We recognize that the Grain Dealers' National Association is of incalculable benefit to the varied industries of the country, inasmuch as the marketing of the great grain crops is directly and indirectly related to all industries from one end of the land to the other. The benefits of your Association guided by these principles are greatly appreciated by producers and consumers, buyers and sellers of grain.

Under the operation of your rules and regulations, no impediment is placed in the way of untrammelled competition; individual ambition and initiative are not suffered to be impaired; into the domain of individual and personal rights the power and influence of the Association do not enter. An association formed, not to throttle, but to encourage competition is in these days, when combinations are made to take away the rights of the many and turn wealth into the hands of the few, an anomaly and a curiosity. To the healthful play of the forces of competition the country is in a special manner indebted.

The great and predominating object of your Association is to secure to its members the benefits of co-operation in the furtherance of their legitimate pursuits. Men are held together to a very large extent, both by sentiment and by their material interests. Sentiment is a strong and noble quality alike in individual and national life. It leads men to a devotion heroic and unselfish for the common good, it impels them to a consecration that is sublime for the preservation of those principles upon which rest human happiness and security of home and fatherland. It cheers the bruised heart and sustains the feeble step. It inspires patriot and saint.

Gentlemen from all parts of our land—from the imperial state of Texas and from the intervening states to the Atlantic Seaboard, engaged in marketing the agricultural products of the West, which constitute the life blood of our inland commerce and the chief factor of our foreign trade, and who, therefore, are either directly or indirectly engaged in promoting our industries, building up our towns and cities, extending our railways, coaxing from the soil its treasures, unlocking our mines, tunneling our mountains, bridging our water courses—we extend to you a most cordial greeting.

In the name of commerce, I salute you. Commerce more than anything else promotes that intercourse of mankind that inspires emulation, excites and gratifies curiosity, softens the asperity of manners, brightens the intellect and awakens the sympathies of the heart. The greatest master of English prose has said: "There are no more useful members of a commonwealth than merchants. They unite mankind together in a mutual intercourse of good offices, distribute the gifts of nature, find work for the poor, wealth for the rich, and magnificence for the great."

Gentlemen, we welcome you to this, the greatest inland city of the world—to this representative metropolis, preeminently identified with those vast agricultural and mineral regions stretching along the wonderful valley of the Mississippi, where Nature waits upon the husbandman with a prodigal hospitality, situated in the heart of the country, equidistant from the Pacific on the west and the Atlantic on the east, from the frozen waters of Hudson's Bay on the North to the tepid waters of the Gulf Stream on the south, involving the precise territorial center of the whole vast continent.

Chicago exemplifies that intensely ambitious life which is at once the source and explanation of our phenomenal progress. Chicago includes within her populace a larger representation of the nationalities of the globe, endowed with the privileges and inspired with the opportunities of American citizenship than is elsewhere found.

I do not propose upon this occasion to enter upon the history of Chicago. The world knows her story by heart. It is well to remind ourselves of some of her features as they exist.

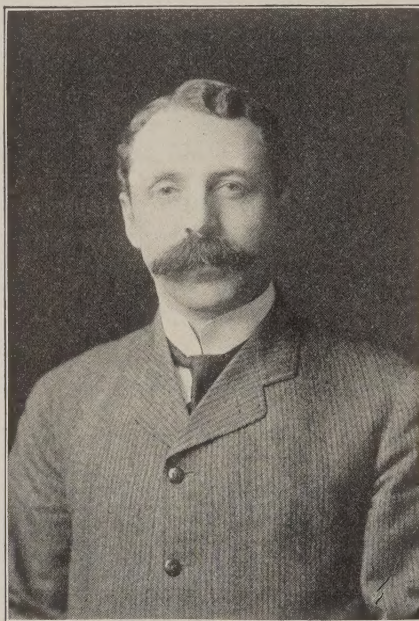
I welcome you to a city that had a population in 1855 of 60,627, and in 1860, just before the war, of 112,000; and now has more than 2,000,000 souls; to the largest grain market, the largest provision market, the largest live stock market, and the largest lumber market in the world. Our receipts of grain aggregated in 1905 300,000,000

bushels, received in 197,297 cars; the number of bushels of grain weighed, 450,000,000; the number of animals received during 1905, was 16,380,850, valued at \$300,473,000, brought in 302,766 cars. Of lumber, we received during 1905 2,194,000,000 feet. I am aware that abstract statistical statements convey a very imperfect idea of the immensity of business, still they are not without significance. A visit to the stock yards will the better give you an idea of the tremendous volume of business there transacted. A city whose beginnings were insignificant. In the year 1823, the commander of Fort Dearborn wrote to the secretary of war at Washington, as follows:

"I would respectfully remark that this fort must be abandoned, as the nature of the surrounding soil is such as to preclude the possibility of ever being able to sustain a population large enough to justify the expense of maintaining the fort."

In the early years of her existence such cautionary signals were here and there displayed as "No bottom here," and "The road is not passable—not even Jackassable."

The volume of our business in live stock is simply astounding and no adequate impression can be conveyed of its importance and magnitude by a mere recital of abstract statistical statements. Visit the great Union Stock Yards, look over its



HENRY L. GOEMANN, TOLEDO, O.  
President Grain Dealers' National Association.

500 acres, 450 of which are covered with brick or plank. Consider that there are 300 miles of railway track within the yards, 25 miles of streets, 13,000 pens, 25,000 gates, and you gain some immensity of this business reaching out into all the markets of the world. You must see Chicago for yourself and in the words of the psalmist, "Walk about Zion; go round about her. Mark ye well her bulwarks; consider her palaces that you may tell it to the generation following."

I believe I have made this scriptural quotation correctly. At any rate, I feel it is much more correct than was the sailor who having returned from a long and tempestuous voyage went into a Bethel prayer meeting, where the subject of the sermon was the comfort which the scriptures afforded in times of distress and sorrow. Several testimonials were given. At first the old sailor felt called upon to add his testimonial to the truths that were uttered and he said that many a time when he had been on a long and tempestuous voyage, and when it seemed as though every moment would be his last—when the raging billows did loudly roar and dismal were the skies, "how often has the passage come to my mind with such comfort, encouragement and inspiration, 'Faint heart ne'er won fair lady yet.'"

I have the felicity of welcoming you on behalf of the Chicago Board of Trade, an institution having the same general objects as those of your organization. In common with our churches, we preach righteousness in daily living and in daily transactions with our fellowmen, but with this very practical difference, the churches point to a day of judgment in the distant future, to an indefinite period, the Board of Trade with unerring certainty to every Tuesday afternoon at 3 o'clock.

We justly extol the splendid significance of the word, "interdependence." Under the genius of that word, this country sprang into a national existence, and out of it came the highest type of nineteenth century civilization. It has illumined with an imperishable luster many a page of the history of this land. But to-day, in this age, which is preeminently commercial and peaceful, there is another word which I would write upon the records of this dome—a larger word, a word that contains more of the elements of the highest enlightenment, and that word is "interdependence." Within that word are the secrets of domestic social and commercial progress. In that word is contained that great doctrine which is addressing itself to this nation as

never before, the doctrine of reciprocity. It is along the line of interstate and international commercial relations that we must look for the highest, broadest and most enduring commercial prosperity.

The expansion, activity and unprecedented development of Chicago in all departments of business; her enterprise and ambition in art and science; her instant application of inventions and facilities as a contribution to comfort, elegance, refinement and enjoyment; her honorable competition in all that ministers to her prominence as an intellectual, a social and commercial center; these all clearly reveal her early and constant recognition of that great principle of political economy by virtue of which her renown has been achieved, viz.: interstate and international commercial relations. Her attitude upon the very threshold of the door which opens upon vast fields stretching westward, abounding in agricultural and mineral wealth, offering to all an unstinted hospitality, is at once an invitation and an inquiry, ready to share and bestow, also eager to secure advantages which those older and wiser have discovered. Constitutionally reciprocal, she gathers and dispenses while her symmetrical growth attests the soundness of her policy and the breadth of her views.

Nourished by the various products of a vast region over the prolific acres of which full streams of immigration must continue to flow for many years to come, with rapidly developing communication, both by water and rail, on either hand, to the producer West and to the consumer East, Chicago "stands with length of days in her right hand and in her left hand riches and honor."

The President: I desire to speak in behalf of my friend's father, Captain Heald. Mr. Stone, you made a remark uncomplimentary to the Captain of Fort Dearborn. I want to say to you that it was long before you constructed the floating bridge at the creek here at Fort Dearborn that he was here. It was long before you even had that palatial hotel, "The Green Tree," on the west side. When my grandfather in 1836 came here, after driving all the way from New York, he drove up to the fort, and he condemned the place as an unfit place to live in on account of blue mud and sandbars and all that sort of thing, and he went off forty miles to the south here and settled. I want to tell you that Captain Heald redeemed himself, because he went to the state of Missouri and picked out a garden spot, where he settled and lived within a mile of where I live now. (Laughter.)

Vice-President Charles England of Baltimore then made the response to the Address of Welcome. He said:

In behalf of the members present and others who although absent are none the less interested in these proceedings, I sincerely thank you, and through you all those you represent, for this cordial reception of the Grain Dealers' National Association.

There are occasions when few words may be regarded as eloquence, and sentiment conveyed through demeanor more impressive than fulsome expressions; therefore, regretting my inability to properly perform the task allotted to me, I have the satisfaction of knowing that every member of the Grain Dealers' National Association during his stay in Chicago will, in his own peculiar way, give evidence that your cordial hospitality is deeply appreciated, and those individual responses will be more significant than anything that can be said at this time.

The welcome which you have accorded the members of the Grain Dealers' National Association, however generous in its nature and expressive of Chicago hospitality, has also a more practical import. The members of this organization always appreciate the social side of life, but they are here as business men, intent upon business, and hoping by their action during this meeting to benefit that branch of trade which those present are identified with, to remove some of the obstacles that may interfere with business progress, and to exert their full influence in behalf of such matters as may affect the general business interests of this country. That this national business body, the only one representing the grain trade in general, finds so much in common with the representative organization of the leading grain market in the world should impress all of us with our interdependence; and acting upon this conviction we should strive for a closer relationship of every branch of the grain business. The grain trade of the great producing states is largely dependent upon Chicago, and the markets of the world recognize your influence; but Chicago is also dependent upon one as a source of supply, and the others for distribution; therefore no city in this country has a more direct interest in the accomplishment of the purposes of this organization and none should more deeply appreciate the necessity of co-operation with it.

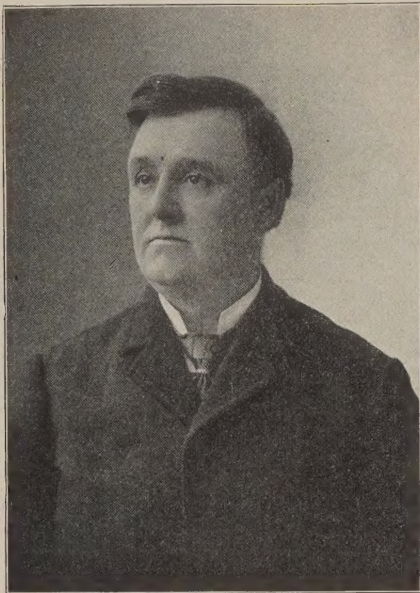
State and local organizations can be important factors in the commercial world, but they operate within a comparatively prescribed circle. No single local organization, no matter how influential in its own community, can dominate or direct any large terminal market. Any attempt to do so will create a condition that a rival organization or competing locality can take advantage of; therefore all boards of trade, local organizations and individuals should recognize in the Grain Dealers' National Association an organization entitled to general support, in which confidence can be placed by reason of its equality of membership, also because of its broad and im-



partial sentiment. This organization was really the creation of liberal minded shippers who realized that state associations could not successfully contend for those legitimate advantages necessary for the development of the grain trade. It was a desire for this that attracted to the Association so many receivers in the terminal markets, and not a purpose on their part to make it an organization favoring any particular branch of the trade or to conduct it upon party lines. Never were opportunities so completely disregarded, or influence more injudiciously cast aside, as when some shippers were led to believe that their individual interests would be best served by withdrawing from the National Association and sinking themselves within the confines of their several local organizations.

You, members of the Chicago Board of Trade, are in a position to exert great influence upon those grain dealers to again recognize the advantages to them by connection with a broad national organization; and as for yourselves, your interests certainly lie with an association that can secure certain general advantages for all those engaged in the grain trade, which even so powerful an organization as the Chicago Board of Trade cannot hope alone to obtain for its members.

In an address delivered by you, Mr. Stone, before



M. F. DUNLAP, O'FALLON, MO.  
Ex-President Grain Dealers' National Association.

the National Hay Association, at Indianapolis in 1901, you said in part:

"The part which commercial bodies play in the process of universal enlightenment is profoundly impressive, and the effect upon the development of this country and in sustaining its industries was never more apparent than at this time. Boards of trade marshal the forces of mind and matter and are constantly creating facilities for saving time, for reducing expense in the distribution of merchandise, and minimizing the risks of business transactions. They take a wide outlook in carrying out their objects, and keep in view, not one market, nor one state, nor one country, but plan and legislate for a world-wide commerce."

This sentiment, coming from one having unusual opportunity to observe the power and scope of commercial organizations, has the weight of authority. It accords with the fundamental principles of the Grain Dealers' National Association because this organization, above all others, does not keep in view one market, nor one state, nor one country, but plans and legislates for a world-wide commerce.

The present intermingling of the largest grain exchange of this country with the most representative Association of grain dealers is deeply suggestive. If this convention has the wisdom and courage to firmly grasp the opportunity here presented, positive action is sure to result, whereby the future of this organization shall be so definitely determined that there will, hereafter, be no uncertainty in regard to it. This should be the chief object of this meeting, and for the time being increased membership should be regarded as of second importance. There is sufficient representation present to determine and insure the future of this Association. It is far better for every interest that there be a National Association composed principally of dealers in terminal markets and a few shippers, than that there be no National Association at all; therefore let us devote less time to argument with and persuasion upon those who are unwilling to see where their true interests lie in this respect, and concentrate our thought and energy in an effort to establish this Association upon a permanent basis and extend its influence by purely association work.

If you conclude to do this, the Grain Dealers' National Association will commend itself to progressive business men generally, that those you would now find necessary to solicit to consider their own interests or to share in the honor of upbuilding this Association will then, of their own election, become eager applicants for membership in it.

The courtesies the Chicago Board of Trade ex-

tends to the Grain Dealers' National Association are a strong reminder of the latter's obligation to maintain an influential position among the leading commercial organizations. If you, men of Chicago, will lend your counsel and assistance to this convention in the furtherance of its legitimate purposes, this Association will hereafter reciprocate your good offices in a manner to be most desired. And when the labors of this convention are over and we go hence, the Grain Dealers' National Association will be better equipped to measure up to its responsibilities, by having been within the environment of your influence and imbibed the inspiration of your well-known spirit of progression.

After some announcements had been made President Dunlap delivered his Annual Address. Mr. England, occupying the chair, said: "Next on the program is the president's address. Those of you who attended the convention at Niagara last year will remember that the affairs of the Grain Dealers' National Association then had a rather gloomy aspect. It required at that time a man of courage and determination to take hold of its affairs. President Dunlap seemed the one best fitted for that duty and you will now hear from him how his trust has been fulfilled."

President Dunlap said:

As a general rule, the president's annual address consists of a statement of what has been done, what is being done, and what ought to be done. I will deviate from the usual custom, leaving these statements to the men that have been doing things for the Association during the past year. The men are here and will in time appear before you.

I want to congratulate you, my fellow grain dealers, upon this auspicious opening of the tenth annual convention of the Grain Dealers' National Association. Such a gathering of men, coming as you do from all parts of the country, interested as you are in the general prosperity of the grain trade, familiar as you are with the conditions that exist in your several states and at your terminal points, you cannot but plan wisely for the good of all. I ask of you your best endeavor during the sessions of this convention. Give to us your best thought, the benefits of your experience, and your hearty good cheer.

We are here amidst the busy activities of great Chicago, where we can come in touch with its men of energy and behold these monuments of commercial enterprise that have made this city famous, not only in our own land, but in all lands of the civilized world. Our surroundings are calculated to inspire us to do things and to do things right.

A year ago we met far to the east, within the sound of the dashing, splashing cataracts of the roaring falls of Niagara, one of the most picturesque spots on God's green earth. There was much in those surroundings to please the eye and to lend inspiration to the heart. The men who gathered there were representative men, faithful, loyal, earnest, competent and anxious to do well for the Association; but over that convention there was resting the gloom of disintegration. Fortunately, to counteract the effect of that gloom, there was a universal belief that a national organization was indispensable and a firm determination that one should be maintained at all hazards, and they planned for that result.

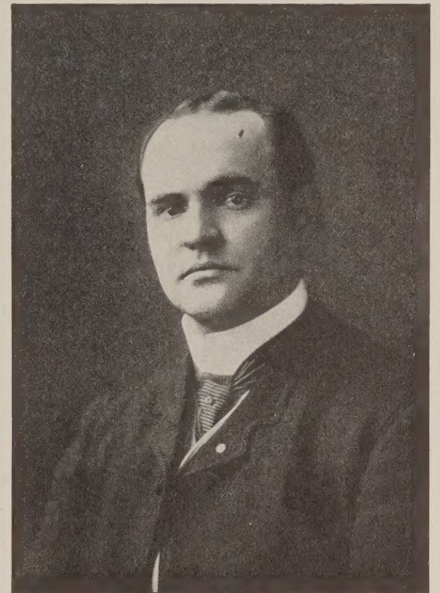
The past year has been one of recuperation; one of reorganization; one in which the interests of the grain trade everywhere in the country have been as well studied and as much done of a remedial nature as time and means would permit; one in which the action of railroad corporations in their ratings, equipment and service has also been studied; one in which the laws of the commercial bodies and the laws of the country, as they affect the interests of grain shippers and receivers, have been given due consideration. It has been a year in which the materials that were at hand have been gathered together, and a foundation built upon which it is possible to erect a superstructure of thorough organization, so officered, so financed and supported by such a strong constituency that it will at once command the respect and enlist the attention of both legislative and commercial bodies—a broad organization, if you please, capable of doing aggressive and defensive work in caring for the interests of both shipper and receiver of grain.

The history of the National Association is an interesting one. However, I will not attempt to give you its history at the present time; but will say that we owe much to the men who conceived the idea of arousing the grain dealers of the country to the necessity of organization, both nationally and locally. This work was not accomplished in a day, but took years, for the policy of uniting the forces of those who had common interests was not so much in evidence then as now. While the work was slow it was sure and had its culmination in the Milwaukee convention, for the fondest hope for a representative convention was certainly realized there. I will not take the time to picture to you that convention in detail. Many of you were there and can testify that its make-up consisted of grain dealers from all of the grain growing states this side of the Rockies and north of the Gulf. Nearly all state associations affiliated with the National were well represented there by chosen delegates; commercial bodies were strongly represented, and there was a goodly attendance of direct members. The convention was attractive in its general features. The speakers were men possessing clearness of expression, conciseness of statement, familiarity with subjects, and of a general bearing that gave tone to all proceedings. As that

convention stood ready for action it appeared to have all the requisites for the dispatch of any business that might come before it and to plan well for the interests of the grain trade of the country, an ideal convention in perspective.

I refer to this convention as an evidence of what we can do in the way of organization and to assure you that however well organized an assembly may be, unless there is the proper spirit of harmony prevailing and a sincere desire that what is done shall be for the best interests of all, unless selfish ends and ambitions are entirely left out of the proceedings, the efforts of such an assembly will come to naught. Some men or groups of men carried their contentions in the Milwaukee convention too far, and while that convention seemed equal to the tension to which it was subjected and adjourned in apparent harmony, yet the results of those contentions proved disastrous.

It is not for me to say who was in the wrong, nor is it for you to say who was in the wrong, but we should not fail to be benefited by our experience in that convention. The questions for us to consider are the questions of the present and immediate future. As I view this assembly of men I see the representative features. I perceive the same capabilities. I notice, however, that we assemble under



JOHN F. COURCIER, TOLEDO, O.  
Secretary-Treasurer Grain Dealers' National Association.

different formation. The affiliated delegate in not so much in evidence as formerly. I am sorry for this; others are sorry. Those of us who would have the old formation of affiliation have about come to the conclusion that general affiliation is a thing of the past. In my humble opinion a state association that fails to finance an affiliation makes a great mistake. The National must be maintained. It must have a constituency in all the states, and that constituency must be obtained, either by affiliation or by direct membership. I believe most of the grain dealers have come to that conclusion, and a happy fact is that all the states favor the one formation or the other, admitting that the National must be maintained.

I ask you, gentlemen, to consider this question of membership carefully during these sessions. Study well the interests of our Association. Much is expected of us at this meeting. Let us not disappoint those whom we represent. The bringing about of a good attendance is one feature of success on an occasion like this, but doing something is, after all, that which tells for the future.

It has been a source of gratification to the present administration to receive the kind wishes of so many and to witness the interest taken everywhere in the success of the National Association; also to find such willingness on the part of everyone to lend a helping hand when called upon. I assure you that we have in the grain dealers of the country a force that if properly utilized would be capable of accomplishing great things in correcting the abuses that at times oppress the grain dealer and in staying the hand of that corporation, whether railroad or other, that unjustly discriminates against our interests.

I want to thank you, gentlemen, and especially my co-laborers, for your indulgence during my administration. I feel that I have not been much more than a figurehead, ornamental or otherwise. The men who have been doing the work the past year are yet to be heard from. I want to say to you that you owe much to the careful management of your executive committee, the chairman of which is Mr. H. L. Goemann of Toledo, Ohio, and to the vigorous work and untiring energy of your secretary, Mr. John F. Courcier. A better force could not have been put in the field. The committees have done their work faithfully and as the work and needs of this Association are unfolded before you I again ask you to give it your best thought and all of us the benefit of your experience.

On resuming the chair President Dunlap an-



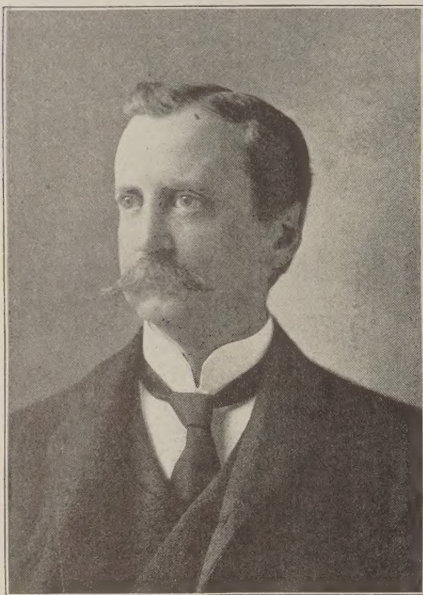
nounced the appointment of the following committees:

On Resolutions.—Charles England, chairman; H. S. Grimes, M. McFarland, Charles D. Jones, W. S. Washer.

On Nominations.—D. Hunter, Iowa, chairman; G. L. Graham, Missouri; J. M. Brafford, Indiana; J. W. McCord, Ohio; Arthur Sawers, Illinois; H. O. Morgan, Pennsylvania; H. I. Baldwin, Illinois.

On Report of Executive Committee.—H. L. Goemann, chairman; W. C. Scofield, E. W. Seeds, Charles England, George A. Stibbens, H. N. Knight, W. C. Babcock.

On Confirmation Blank.—Warren T. McCray, chairman, Indiana; Adolph Gerstenberg, Chicago; Fred Rundell, Ohio; P. E. Goodrich, Indiana; R. R. Kornegay, Alabama; Caswell E. Rose, Tennessee; E. W. Seeds, Ohio; John M. Dennis, Maryland; Geo. F. Reed, Massachusetts; Mr. Mc-



CHARLES ENGLAND, BALTIMORE.  
First Vice-President Grain Dealers' National Association.

Clellan, Missouri; L. W. Forbell, New York; J. T. Marfield, Minnesota.

The Secretary: The president wishes me to make an explanation of what this confirmation blank committee means. We asked the various members to send us copies of their confirmation blanks with the view of turning them over to the committee to be appointed by the president, for the purpose of drafting and recommending to this convention a uniform confirmation blank. On account of the importance of this committee, it was somewhat enlarged to cover a more extensive territory, as it was thought best by our president to take the precaution of protecting various interests by having them duly represented on the committee.

Auditing Committee.—J. W. McCord, Columbus, Ohio; Albert Geidel, Pittsburg, Pa.; W. E. Sheldon, Jackson, Mich.

The meeting then adjourned to 2 o'clock p. m.

#### SECOND SESSION—JUNE 4.

After calling the meeting to order President Dunlap directed the Secretary to read a paper by George A. Cole of Middletown, Conn., who is interested in the work of the Association in the East but who was unable to attend this meeting.

The paper as read by Secretary Courcier is as follows:

#### ASSOCIATION WORK IN THE EAST.

It would afford me great pleasure to be present with you at your annual meeting. I fully appreciate your kind invitation and suggestion in regard to a paper to be read at that time. The subject, "The Need of National Association Influence in the Grain Trade of New England," is a broad one—too vast for me to attempt at this time the production of anything worthy the attention of your honorable body, with whose purposes and methods, as I understand them, I am in hearty accord.

It is probable that the general conditions here are not essentially different from those in other sections of the country where grain is distributed, and that differences arise from varying circumstances, which make it difficult to satisfy one class except at the expense of another class of dealers. The average country distributor, for instance, is not interested so much in rates or freight from productive points as he is in the service which he receives. The cost of his flour, grain, feed and hay at points of distribution, including freight and all charges, if uniformly maintained, unaffected by rebates and preferences, is of greater importance to him than low and fluctuating rates. He, therefore, is not favorably affected by a combination between shippers, carriers or speculators to hold grain at lake or other points to affect option prices, or prices in New England, while other dealers might profit by them. As a rule, the country distributor is held responsible by the consumer for the quality of the goods, and he, therefore, does not profit by the mixing of grain en route and would be better protected by a re-inspection of the grain, which is transferred into cars and only inspected into the holds of lake craft.

It is interesting and somewhat surprising to note the changes grain will undergo in transit, and the proportion of foreign substances which somehow appear in cars consigned to country points where there is no determining inspection. The harrowing experience of country distributors has brought many of them into a feeling of distrust and suspicion, which tends to react against them in the minds of honest shippers. When one of these distributors discovers a private agreement to stop and clip oats in transit, on original papers, in which no mention of such agreement is made, and the weights fall largely short of the elevator certificate weights at point of shipment, which certificate, with original bills of lading, is supposed to protect him, the need of "National Association influence" becomes apparent. When he finds his consignment of new corn held in the mountains of Pennsylvania for the passage of the cars of the beef, oil and coal trusts until it becomes sprouted, he naturally needs Divine influence to restrain his emotions and expressions. When he has waited two months for the transfer of his grain in elevators in Buffalo into cars and learns positively of a purchase, shipment and delivery of fifty cars of corn at Jersey City for export within a week's time, the cars appearing, like Jonah's gourd, in one night, under the inspiration of the extra price paid for the freight, he remembers the fate of Sodom and Gomorrah with a degree of satisfaction.

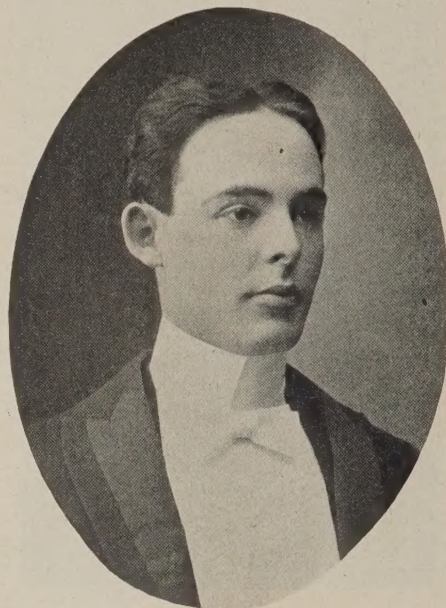
It is, therefore, important for New England distributors to combine with shippers and carriers to promote a recognition of their needs by all parties. The inevitable trend of New England grain business is toward more intimate relations between producers and consumers, and efforts should be made to provide a form for bills of lading, fixing definite dates for delivery of grain at distributing points when traffic is not interrupted by natural causes, and to preserve the identity and integrity of grain en route so far as practicable. I fully understand that as human nature is constituted, it is difficult to confine traffic managers of competing trunk lines to rates, published or others, when opportunity occurs to increase the net results of their efforts; or for agents and employees to report damages to cars en route, which result in leaks and consequent losses. There should, therefore, be an effort made to require a record to follow such damaged cars when repaired in transit and which arrive at destination in good order, so that the consignees who hold elevator certificates of weight may be protected from loss.

One of the most serious tendencies of the present time is toward the abuse of corporate power. Already the voice of the people, which is said to be the voice of God, is being heard in unmistakable accents throughout our land, resulting in socialistic conferences, investigation of dishonest methods in important places, and a general rumbling of forces similar to those which led to the French Revolution. The efforts of your Association, united with others of similar purpose, will tend to prevent such a calamity in this country, whose essential principles of government are opposed to anarchistic tendencies, which principles can be defeated only by combinations of individuals and corporations with ulterior motives and dishonest practices. The rights of all classes should be carefully protected. A labor trust may prove as onerous and serious as any other.

The uninterrupted development of the vast resources of this country will depend upon a union of all forces and classes for its successful continuance. Spasmodic legislation is not as effective as a persistent and intelligent course of action adopted to promote the welfare of our country rather than party politics. Abundant harvests of grain and cotton will pay off mortgages more surely than financial legislation. It would, therefore, appear that the purposes of your Association are those best adapted to the needs not only of New England, but of all sections of our country. We here are benefited by the results of your energy and persistence. The bonds of your cities and railroad systems fill the vaults of our insurance companies and savings banks, and the income from them helps to buy land, build homes and to exert a moral influence, which encourages thrift and the general education of the masses. While it may be true that New England farmers have suffered somewhat from competition with Western productions, it is also true that New England manufacturers, operatives and others have been benefited by the prosperity of Western farmers. You, therefore, perceive that "the eye cannot say unto the hand, I have no need of thee" and how inexplicably interwoven and interdependent all our interests are. I, therefore, extend to the Association my hearty congratulations for its excellent purposes, and sincerely trust its beneficial efforts may be felt in all parts of this country.

Mr. Grimes of the resolutions committee then presented a resolution offered by Iowa parties criticizing the rule of the Chicago Board of Trade now in force fixing the rates of commission. It was read for the benefit of Chicago members and referred. [It was subsequently allowed to die in the committee's hands.]

The President: Gentlemen, we are under many obligations to our executive committee of the past year, and to Mr. H. L. Goemann of Toledo, who was chairman of that committee. I want to say to you, too, that we owe a vote of thanks, or our best wishes and thankfulness, to our Secretary, whose vigorous work and untiring energies have brought about a great reformation in the Grain Dealers' National Association. The report of this executive committee is now about to be made—one of the most, if not the most, important paper that will be read at this convention; and I desire that you give it your closest



W. S. WASHER, ATCHISON, KAN.  
Second Vice-President Grain Dealers' National Association.

attention and be ready after it is read to judge as to what is best to do for the Association.

Mr. Goemann of Toledo then read the report as follows:

It affords me considerable pleasure to meet with all of you to-day, and to be able to report that the Grain Dealers' National Association is still in existence and is a pretty live corpse.

A year ago, at Niagara Falls, the outlook was not very encouraging, but the members got together and concluded that the Association must not go to pieces, but be maintained; and, after a thorough discussion of the matter, and how the Association should be continued, it was finally decided that the recommendation which I had made regarding direct membership should be held in abeyance and the Association continued under affiliated membership plan, the same as it had been working under.

In order to secure working funds, a subscription was taken, asking the members to lend \$2,500 to the Association, to be repaid from the annual dues of the members, and to such affiliated members as subscribed, the money was to be refunded some day when the Association might be in shape to do so. The secretary and treasurer's report will show just how this money has been used.

The office of the Association at that time was in Chicago, but as I was charged with looking after the affairs of the Association, I decided that I could not do the Association full justice at long range, and, therefore, with the consent of the balance of the directors, removed the office to Toledo, where I could be in position to give it personal attention.

The first thing that confronted me was the fact that a great many members were sending in their resignations and withdrawing from the Association. However, after considerable solicitation, a great many again renewed their membership, and I think, when you have heard our secretary's report, you will agree with me that we have done remarkably well, not only in holding a substantial majority of our original membership of a year ago, but also in securing over a hundred new members.

The officers of the Association also did their very best to induce the reaffiliation of the withdrawn state associations. Mr. Reynolds, Mr. Burks and myself were appointed as a committee to attend the Illinois Association's annual meeting at Decatur, and we made a very strong plea to that Association for reaffiliation, but were unsuccessful. We finally, how-



ever, got the Illinois Association to endorse the National Association and recommend their members to become direct members of the Association on the basis of \$3 a year, as per the new Constitution and By-laws, which will be submitted to you later for your approval. We are glad to be able to say that while we have not the direct financial support of the Illinois Association, we have, however, their moral support, and we hope to increase our direct membership gradually in the state of Illinois.

Our assistant secretary, Mrs. Frey, decided that she could not afford to continue in the service of the Association in Toledo; and then, again, the supervision of the affairs of the Association was so arduous that I could not afford to continue to devote the time which I was compelled to give at that time in order to get the Association in good working order; therefore, your executive committee, after careful investigation and full consideration, engaged Mr. John F. Courcier for the position of secretary, at a salary of \$2,000 a year, which was subject to cancellation with the exhaustion of our funds, or, at the expiration of the convention year. Mr. Courcier took hold of the affairs of the Association at once, and renewed efforts were made to induce reaffiliation of the various state associations, and also to increase our membership; also to take up all matters of interest to the trade and to try to be of some benefit to the grain trade, and our efforts in various mat-

that the Association will again avail themselves of his services for the ensuing year.

In conclusion I would like to make a few suggestions of my own as to the future of the Association.

It would seem to me that the future of the National Association will depend very largely on being able to harmonize the different interests, and also the various state associations. From my observation the past few years, while an officer of the National, I have come to the conclusion that for the National to depend on state affiliation will not bring the fullest results. The various state associations are organized differently, and in order to do their work thoroughly need all the money they can get, and more too, it seems; then, again, their secretaries naturally are anxious to serve their associations to the best of their ability, and to make a good record, and in the discharge of their duty they naturally in some ways conflict with the secretary of the National where the National would desire to take the lead, as for instance, in the regulation of abuses at terminal markets, etc., and this, therefore, would bring about dissension.

My idea is that the work of the National Association should embrace all matters of natural importance, such as just legislation and crop reports, whether in Washington or in the various states, so as to get uniform, fair and just laws and customs. If we could have uniform laws in all the states on demurrage or a uniform bill of lading, which would be the same whether issued in Nebraska, Illinois, Pennsylvania, Massachusetts or Georgia; in fact, work for uniform laws which in any way affect the grain trade, it would certainly be a distinct benefit, and in our interchange in buying and selling grain in the various sections of our country, we would know our rights and be able to act accordingly, and not be running into a different law in each state, or different rules and regulations in every territory that we trade in.

Uniform trade rules covering the trading in grain as far as possible, should govern both the transaction between the dealers doing an interior jobbing business, also the terminal markets. Of course, conditions in terminal markets would not be the same as for interior business, and, therefore, special rules would have to be incorporated in our general rules to cover such terminal markets.

Then, also, the matter of uniform grades of grain should be taken up, and I believe, in the territory east of Chicago and south of the Ohio River, where the inspection is free from state control, a uniform inspection and grading of grain could be brought about through the united action of the various exchanges, which, if found to be working advantageously, could be adopted by the markets governed by state inspection, in such a manner as to bring them in line as far as their shipping grades of grain would go.

Then the matter of arbitration also is a very important one to every member, and it seems to me that with a large direct membership agreeing to abide by the rules of the Association, with arbitration available to each and every member, it would be a big help to avoid unpaid claims when differences could not be satisfactorily adjusted between the members interested, because they could go before the arbitration committee and get a prompt and just settlement of the differences at a minimum cost. With rules governing the transactions for all the consuming sections of the East and South, how pleasant and profitable it would be to do business; for then every seller and buyer of grain, by trading under the rules of the Grain Dealers' National Association, and having a copy of those rules, would know just how to do business, and a membership in the National would, therefore, prove profitable to the Western shipper as well as to the Eastern or Southern buyer, for no matter whether the business was done in Arkansas, Georgia, Pennsylvania or Massachusetts, there would be a basis for settlement through practical grain rules, that would be fair and just. It would also bring about better methods of doing business at points where no terminal market conditions would govern the transaction. With a large membership, made up of all classes of dealers from all sections, it would certainly bring success to the Association and to its members, and the Association would be national in character as well as in name.

I further believe that the dues should be increased some, as it is very difficult for the Association to run along and get the best results on a limited income. I believe that the memberships should be classed as follows:

First, the terminal market man, such as receivers, distributors, commission merchants and associate members, who should pay \$15 per year dues.

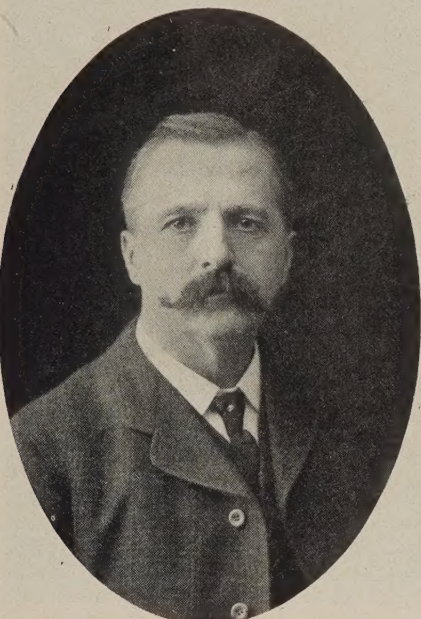
Second, the direct country grain dealer, who should pay \$5 per year.

Third, the affiliated membership through the state associations. This membership should pay \$1 a year each for each member, excepting as hereafter provided.

The first two classes of members should have the right to vote, while the affiliated membership should not have such right, and thus do away with the conflict that is usual at convention time as to proper representation for vote, because they have their direct members vote in electing the officers, and in addition they elect one director who has the right of voting for the executive committee, the secretary and the general committee, thus giving them a pretty good voice in the management of the affairs of the Association, but their association should be represented by one director and have voice in the management of the affairs of the Association. The National and the state associations should work together on general matters, and the state associations be given the privilege of submitting matters for action, same as any other individual member.

From experience I find that it has been difficult for our Association to reach the grain trade with in-

formation at a minimum expense, and as no doubt there is a great deal of information that could be disseminated by the National Association to its members advantageously, my suggestion is that a monthly journal or bulletin be published in the interest of association work only, and that it be sent to every grain dealer in the country, no advertisements to be accepted, but purely matters of interest to the Association to be printed. This, therefore, would not infringe upon the rights of the trade journals, nor deprive them of their income that they receive from advertisements. Each state would be entitled to a page in this paper for their own use, so that they could reach their membership once a month with such general notices or articles as they would wish to publish; also, any member would be entitled to the free use of this paper only for such articles as relate to the interests of the grain trade. Thus the dealers everywhere would become familiar with what was being done by the various state associations, also by the National, and become more familiar with association work. In my judgment such a plan would certainly strengthen and enlarge the scope of this Association. In order to secure the benefit of the special postal rates for paid paper subscriptions, I would suggest that the one dollar



A. E. REYNOLDS, CRAWFORDSVILLE, IND.  
Director, Grain Dealers' National Association.

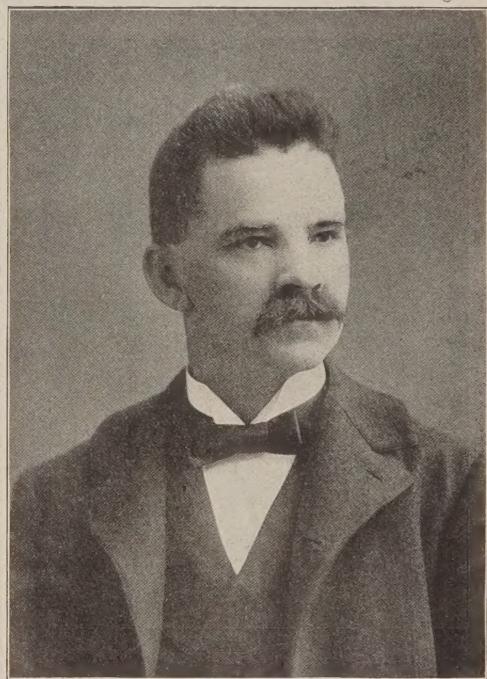
ters, including the bill of lading controversy, etc., have all had earnest attention.

After careful consideration by the officers of the Association, it was decided that it would be advisable to draft a new Constitution and By-laws and to put them into effect for the balance of the year, and then submit them to the annual convention for ratification. We have tried to get the new Constitution and By-laws as nearly correct as possible, but we realize that possibly there are some points which will need correction, and, therefore, we would be very glad to have suggestions from the members regarding same.

I trust that the Association will endorse and adopt the new Constitution and By-laws, which I will read later. You will find that we have made some changes in the membership, which now consists of three different classes, the change being that we take in the country grain shippers in unaffiliated territory on the basis of \$3 a year dues. This also necessitated a change in the manner of electing our officers; and I desire to call your attention to Article 4 which covers this part. There are also some other minor changes in the Constitution and By-laws, but these are simply in line, and to make the new regulations uniform.

The question of holding the annual meeting was thoroughly discussed by your officers, and they finally decided to hold the annual meeting in Chicago this year, and it was the opinion that we would be able to get a larger representation of the grain trade at this central point, and that we would also find good weather and a warm welcome here. Regarding the time of holding our annual meeting, I personally believe that the early part of June is the best time of the year, as it is between crops and is a time when grain is moving but little, and the average grain dealer can, therefore, get away from home to better advantage.

It has been a pleasure to be associated with the officers of this Association the past year, as they have certainly worked harmoniously together and not one has shirked his duty, and I desire, as chairman of the executive committee, to thank my associates for their hearty support and co-operation during the past year. I also want to thank our secretary, Mr. Courcier, for his assistance, and to say that he certainly is entitled to a great deal of credit for the success of the Association, as he has been very energetic and has handled the affairs of the Association in a conscientious, able manner, and I sincerely hope



J. W. McCORD, COLUMBUS, O.  
Director, Grain Dealers' National Association.

dues of the state associations be accepted as the subscription price for each one of their members, and that also one dollar (the subscription price) of every other member's dues, be set aside, or received as being a subscription to this paper.

In addition I would state that where we have direct members in these various states, that the state associations do not pay for such members, but only the dues on such of their members as are not direct members of the National. Thus, the more of their association members belonging to the National, the less they would have to pay directly to the treasurer of the National.

There has also been more or less discussion in the trade journals, especially the flour and feed journals, regarding a National Feed Association, and I believe that the feed dealers could well afford to affiliate with or join the Grain Dealers' National Association to mutual advantage. Separate associations mean weak associations as a rule, on account of the limited income, while, on the contrary, any organization with a large income can do a great deal better work for all interested. The Grain Dealers' National Association would be in position to take the feed dealers, give them representation on the directory, and also make such rules as would govern their branch of the business, and also appoint committees to take care of their particular work, and, as it is a general rule that the men who handle feed also handle grain, it would save the member from paying two assessments.

I should be very glad indeed to have a discussion upon the points I have submitted here, and if any of them meet with favorable consideration, to have a committee appointed so as to have them incorporated in the Constitution and By-laws, which I herewith submit.

After some inconsequential discussion of the report, it was, on the suggestion of Mr. Seeds of Ohio, referred to the special committee named at the morning session to report upon this report. In the course of the remarks made upon the report after its reference, however, Mr. Grimes of Ohio said:

"Mr. Goemann has gone into one particular point upon which I differ a little from Mr. Bassett—as to [an official] paper being the most impor-



tant object of this Association. I think, gentlemen of this convention, the most important item Mr. Goemann has touched upon is trade rules—rules that will govern you and me and others; one set of grain rules that can be made to govern every grain dealer, be he receiver or shipper, to be adopted by this Association. By rules of that character I do not mean inspection rules, that is out of the question; but simply business rules laid down, so that if you are a member of this organization it shall become necessary for you to use these rules in order to do business. The ordinary business rules, of course, must be taken into consideration in all business transactions where it is unnecessary to refer to the rules adopted by the Association. That I believe, gentlemen, is one of the most important points touched upon by Mr. Goemann.

"The increase of dues is another very important point. It is necessary to increase the dues if



ARTHUR SAWERS, CHICAGO.  
Director, Grain Dealers' National Association.

you do away entirely with the affiliated associations, because you have got to have funds to run an organization of this character. You all know that it requires money to do it. As to the benefits of the National Association, I do not believe there is a gentleman within the hearing of my voice but will say with me that he has gained some benefit. If he has not gained it directly he has perhaps in another way. There is no question but that an organization composed of such a membership as is this Association wields a great influence in congressional matters, in legislation of all kinds, which state organizations cannot possibly accomplish. State organizations can no doubt influence their state officials; but when it comes to national questions a National Association can do more work than a small state organization can possibly do in its particular state. Therefore that is another very important point."

The committee's report was then ordered printed for the use of the convention. The following report of Secretary-Treasurer John F. Courcier, was then read by himself, and upon motion of Mr. Kornegay was received and referred to the auditing committee:

I take pleasure in submitting to you a report of the work conducted through the secretary-treasurer's office during the tenth year of the existence of the Association, and respectfully commend the same to your kind consideration.

When I assumed the duties of my office, August 1, 1905, I found a condition none too promising. According to the figures made by your executive committee at the time of my employment, only 100 direct members were listed as a source of revenue, being 175, less than the number reported by my predecessor at the ninth annual meeting. The withdrawal of the Illinois and Iowa associations had been supplemented by the Tri-State, Wisconsin, Michigan, New England, Kansas, Texas and Oklahoma associations, thus reducing the affiliated asso-

ciations to four, to wit, the Ohio Grain Dealers' Association, the Indiana Grain Dealers' Association, the Grain Dealers' Union of Southwestern Iowa and Northwestern Missouri, and the Buffalo Grain Dealers' Association, the latter having been absorbed by the Buffalo Corn Exchange and their affiliation discontinued.

Nearly the entire month of August was devoted to disposing of unfinished business, collecting the amounts which had been subscribed to the loan account promulgated at the Niagara Falls meeting; collecting delinquent dues, and inducing the withdrawn direct members to return to the fold, the latter being the most difficult of accomplishment because of the then prevailing impression that the Association was breathing its last and that any money contributed to its further support would be profligate waste.

Having received marked encouragement during the month of August, our work was extended to the solicitation of new members among the receivers, track buyers and brokers of the various markets. By reason of the distressing contraction of our list of members, we were deprived of the privilege of referring to our membership roster as an inducement to join the Association, and were forced to confine ourselves to a recitation of the advantages of a closer union and a more perfect organization for the protection of the interests of the trade.

In the month of September we were directed by the executive committee to prepare the Constitution and By-laws, and the trade and arbitration rules for publication, and to make such revisions as would seem to be best suited to present conditions. In making the revisions, we endeavored to preserve all of the good of the old, and to make only such additions as would, in our judgment, conform to well established usages. How well we succeeded will be for you to judge when the results shall be presented at this meeting by the proper committee for your consideration.

Immediately following the completion of the major portion of the work of revision, the board of directors instructed us to call a meeting of the officers of the National and the several withdrawn state associations for the purpose of making a special endeavor to effect reaffiliation. The chairman of the executive committee has already reported the outcome of this effort, and the consequent institution of the direct country membership plan; therefore, there is nothing I can add for your information except, possibly to say, that we have endeavored to conduct our correspondence and other official acts in such a manner as to remove, as far as possible, any doubt that might exist as to the sincerity of the publicly expressed avowals that nothing short of the fullest co-operation, on the part of all state associations, was desired.

The revised Constitution and By-laws and Trade Rules were approved by the board of directors January 1. Ten thousand copies were printed for distribution, and the last half of the year now closing has been devoted, in a large measure, to soliciting members and placing copies of our trade rules in the hands of individuals, firms and grain exchanges throughout the country.

We have asked thirty-one boards of trade, grain exchanges, and chambers of commerce to adopt the trade rules of the Association, and we find the general attitude toward uniformity to be far more favorable than ever before; yet, the process of securing the adoption of the rules is necessarily slow, because of the variation of the rules now in vogue in the several markets. There has been nothing in any of the correspondence addressed to me on the subject to give rise to any doubt as to the feasibility of uniformity in this particular; and it would seem that a little activity on the part of our members in individual support of the movement might materially assist in bringing about the much desired end. The number of special requests from shippers, receivers and retailers for extra copies of the Trade Rules has been both surprising and gratifying, but, unfortunately, it did not occur to us to keep a record of such requisitions, therefore, we are deprived of the privilege of giving you some interesting figures.

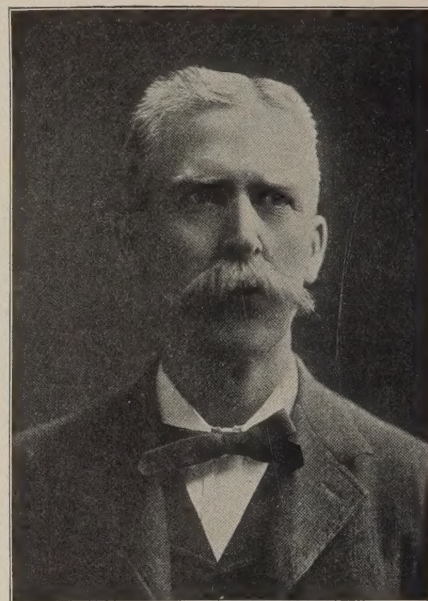
Sixteen trade differences were referred to us during the year. Of this number, five cases reached the arbitration committee; four were settled direct; three were against non-members who would not arbitrate, and four are still in the preparatory stages. The number of cases settled direct constitutes a good index to the potency of organization. The greater number of these cases were filed by our members against non-members who had declined to make settlement, but who, realizing the inexpediency of going before the trade with a bad case, were quick to adjust in full when brought to their attention by your secretary. We frequently have held, and now repeat, that because of the moral effect, to say nothing of the difference in the cost of arbitration as compared to litigation, the mere fact of the existence of the arbitration feature is worth the entire cost of the maintenance of the Association.

Notwithstanding the fact of our legislative committee having been handicapped for the want of funds with which to take the initiative and prosecute any particular case, the Association has been placed on record in the two important national questions which have been up for consideration. Before the lower house of Congress passed the Hepburn bill, copies of the resolution adopted at the ninth annual meeting of this Association, together with copies of a resolution prepared in endorsement of the principles declared by the Interstate Commerce Law Convention in Chicago, October last, were sent to the president of the Senate, speaker of the House, and the chairman of each of the various committees of both houses having jurisdiction.

Shortly after the Hepburn bill reached the Senate, copies of each of the three resolutions which will be read by the chairman of the legislative committee, were placed in the hands of every Senator in Washington.

Early in March our attention was called to Bill H. R. 15846, introduced by Representative Townsend at the instance of the American Bankers' Association. We immediately secured copies and placed them in the hands of our officers and legislative committee with the result that a protest was filed with the American Bankers' Association against the bill in its original form. This was immediately followed by the appointment of a committee in the person of Mr. England of Baltimore to appear before the House committee on interstate and foreign commerce. The outcome of this effort will be reported by the chairman of the legislative committee, but in passing, we are constrained to state it as our firm belief that your Association played an important part in preventing a division of the most important feature of the bill of lading proposition.

There is no need for taking the time to make a detailed report of the numerous and varied methods we have employed in our quest for new members, particularly so long as you may be assured that such methods were in strict accordance with the fixed policies of the Association. It may be said,



G. L. GRAHAM, ST. LOUIS.  
Director, Grain Dealers' National Association.

however, that the work incident to this department was tedious and never ending, but pleasant withal, for the reason that we knew ourselves to have been offering something that would be of far greater worth to him who contributed to the support of the association than was represented by the amount of dues required to sustain his membership. At no time have we gone out on the basis of charity, but on the contrary every new application solicited and accepted has come to us upon our representation that we were giving as much if not more than we were receiving. A membership established on any other principle cannot be relied upon when concert of action is necessary to the furtherance of some prime essential. We think we have laid our new foundation in such a manner as to justify the prediction that if the outcome of this meeting shall be such as to warrant a continuation of the work already begun, the present membership, as I shall report it to you later, can easily be doubled within the next twelve months.

We have conducted some correspondence on the subject of the amalgamation of the feed and grain interests under the head of the Grain Dealers' National Association, but the results were not sufficiently tangible to enable us to formulate a proposition to our officers. We took the position that since the Constitution and By-laws, Trade and Arbitration Rules of the National were accessible for comparison, the feed interests should prepare a statement defining their needs and recommending such extensions and amendments as, in their judgment, would take care of both branches of the trade without prejudice to either; whereupon, the president of the National, with the approval of either the members of this Association in annual meeting assembled or the board of directors between meetings could, if he might so elect, appoint a committee of grain dealers to confer with the feed dealers for the purpose of eliminating differences and making recommendations. We have been asked to discuss the proposition through the press, but do not think it within our province as secretary to attempt to fix the policy of the Association without the authority of the officers whom you elect for that purpose.

Since the last meeting we have sent out 65,000 pieces of printed matter, including booklets, trade rules, typewritten circulars, application blanks, resolutions, etc., and approximately 9,000 personal letters.

We also have issued 445 membership cards to



our members, their buyers, salesmen and general representatives. In getting up this card we endeavored to give our members something worth showing, and take this method of thanking all those who have spoken kindly of the idea, and the manner in which it was executed, and who have furthered our work by placing the cards in the hands of their representatives.

I have attended four conventions since August 1, as follows. Fall meeting of the Ohio Grain Dealers' Association, Columbus, Ohio, October 20; Interstate Commerce Law Convention, Chicago, October 26 and 27; annual meeting Indiana Grain Dealers' Association, January 17 and 18; Decatur Division of the Illinois Grain Dealers' Association, Decatur, March 2. We might add, as a matter of business information, that on each of the above occasions we secured more than enough applications for membership to defray our expenses.

We received a number of very cordial invitations, in addition to the above, and were grateful for the recognition, but the apparent inadvisability of incurring the expense in some instances and the press of work in others, rendered it impossible to avail ourselves of all of the several opportunities.

We wish to thank the trade press for the space devoted to our affairs during the year now closing. Wholesome deeds deserve earnest and wholesome appreciation. We fully appreciate the value of the

bills for last year amounting to \$81.50, were canceled by those to whom the amounts were due.

Receipts for the year from all sources .....	\$5,314.56
Disbursements for the year.....	\$4,398.01
On hand .....	916.55
	<u>\$5,314.56</u>

C. A. Burks of Decatur, Ill., then read a paper on "Reciprocal Demurrage."

On motion of Mr. Burks a committee was appointed on reciprocal demurrage, the chair naming the following gentlemen: C. A. Burks, chairman, Decatur, Ill.; E. W. Seeds, Columbus, Ohio; W. S. Washer, Atchison, Kan.

The president then called for the report of the membership committee, and Mr. A. G. Tyng, Peoria, Ill., chairman, submitted the following report, which upon motion was accepted and ordered spread upon the minutes:

The keynote of the Grain Dealers' National Association is its membership. The comparatively limited membership of the Grain Dealers' National Association is a matter of astonishment to all interested parties who give the matter thought. There are fully 25,000 separate business interests in the United States handling grain in sufficient quantities to make a membership in this Association most desirable and profitable. As it now stands, on June 1, 1906, we had 275 members, of whom 19 were delinquent and should not have been included in our list, making an actual membership of 256. During June and July of last year, we had many resignations and while we have since then had a large number of new applications for membership, yet our increase does not show a large numerical gain. We now have 254 regular members and 52 members who have joined under the new rule, which allows members belonging to other associations not affiliated to join this Association at a reduced rate.

The ideal way to conduct this Association is on the same lines on which it was founded, viz., with regular members and also affiliated members from the various state associations. We, however, now have only three affiliated organizations, viz., Indiana, Ohio and the Grain Dealers' Union of Southwestern Iowa. [Oklahoma has since affiliated.] We hope, however, to have during the year other state associations renew their affiliation with us.

The benefits of this Association to all parties in the grain business are so great that it is a matter of astonishment that its advantages have been so generally neglected. A large portion of the grain business now done is interstate and no local association can enforce protection of contracts. The trade rules alone of the Grain Dealers' National Association are worth much more to any party in the grain trade than the cost of membership in the Association. It is our belief that if all our present members would make a moderate effort to show to their trade connections the great benefit of this Association, the results would be soon felt.

This Association is a matter of constant insurance to all grain dealers belonging to it, as far as their business with fellow members is concerned. This feature should make all parties in general market use every effort to increase the membership of the Association as a matter of personal interest (which it certainly is to us all) by using their personal influence in conversation and correspondence for its increase, and also insist on their various employes doing the same.

This is not a matter of sentiment, but a simple business proposition; and the result will pay larger returns for your effort than are usually obtained. We trust that you will at least make the attempt to secure the great gain which will come to all of its members and the grain trade at large, by using every effort to increase the membership of this body. This means the general acceptance of uniform Trade Rules, arbitration of differences and a minimizing of those misunderstandings which occur in the grain business at times. It is not fair to ask only a few of the parties interested to do this work; put your shoulder to the wheel and do your share.

#### UNIFORM GRADING OF GRAIN.

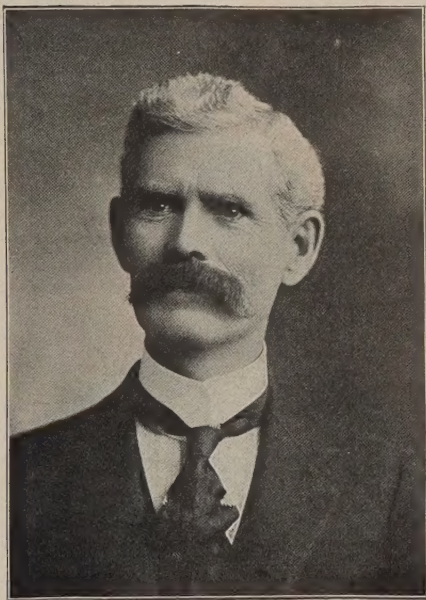
The following paper on "Uniform Grades" was then read by E. L. Rogers, Philadelphia, Pa.:

This question becomes especially important at this present time, not only to the grain trade in general, but it is of vital interest to the farmers throughout the land who raise the grain in this great and resourceful America, that practically feeds the world, as well as to the country elevator men who handle the grain almost from the starting point.

Happily it is for business needs of the Republic that the "Square Deal" idea is dominating every center of trade, and it is sincerely hoped that it has come to stay with us. Reforms are in the air everywhere, in these days; and along these movements toward betterment, upon the broad and solid principle of "the greatest good to the greatest number," advanced and progressive lines of reforms are being formulated in the leading centers, with the principal storm point at Washington, the capital of the nation, with President Roosevelt, the strenuous promoter, and like the mighty rushing of the angry waters of the mountain torrent after the storm has spent its fury, as they sweep onward to the open sea, it is useless to attempt to stem the rapid current or the rolling billows of trade reforms as they gather renewed strength along their steady course, which in the end becomes absolutely irresistible, and

those who are indiscreet enough to endeavor to obstruct or defeat the popular will must eventually be swept out of existence.

There is a legal maxim translated from the Latin, that in this epidemic of reform is being fully demonstrated: "Equity aids the vigilant, not the slothful," and it is those individuals in the trade and the leading business interests which sleep upon their rights, much as did old Rip Van Winkle, that wake up to find that, "like the frosts under the searching rays of the morning sun, they have vanished from the sight." Rights are firmly insisted upon and wrongs are being remedied, and the great reforms and investigations of past methods in business and trade affairs, like the recent earthquake in San Francisco, are shaking the unjust and reprehensible methods heretofore in vogue at the life insurance, labor, coal mining and transportation centers, and the monopolistic encroachments of the railroad combinations, the oil, meat, drug, paper, tobacco and other twentieth century trusts upon the inalienable rights of the people, or as the ancient political economist used to express it, "the Land Folk." It has come to pass in these times that the cry of the dissatisfied inhabitants of the states has become so loud and earnest that the chief magistrate of the nation has found it necessary, that relief may come to the masses, to take rigorous hold of some of the big corporations and have rigid re-



D. HUNTER, HAMBURG, IA.  
Director, Grain Dealers' National Association.

press and commend the same to our members, both for information and advertising purposes.

I am, especially grateful to the officers and members for the hearty support they have given me since I took charge of the office of secretary-treasurer.

In order to carry on any work effectually, it frequently is necessary to vary somewhat from established usages, and at such times and in emergencies of special importance, our officers have promptly given it authority to go ahead, and in addition have supplemented our efforts by individual endorsement.

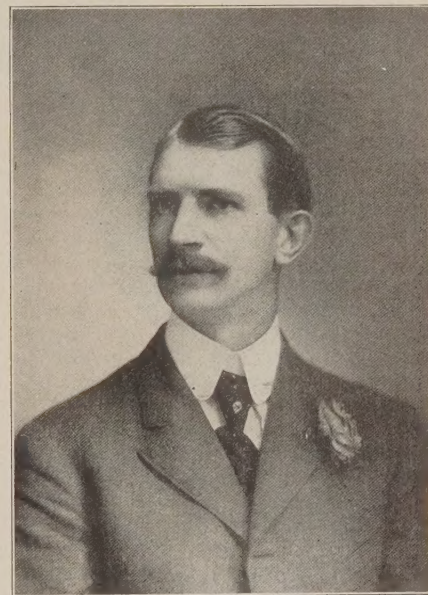
The letters we have written to our members have, in a main, been promptly answered, and such information as we have at different times and for different purposes requested has been readily furnished in a clear and comprehensive manner, thus enabling us to conduct the business of the office advisably and with the assurance that the spirit of the will of our members, which in Association work is paramount to individual ambition, was being carried out.

#### MEMBERSHIP STATEMENT.

Direct members—	
Year ago .....	275
Enrolled: Class "A" .....	51
Class "B" .....	53
Associate .....	8
	<u>112</u>
Total .....	387
Withdrawn and suspended .....	80
	<u>307</u>
Present direct and associate membership.....	307
Affiliated members—	
Year ago .....	677
Decrease in membership of state associations. 27	
Buffalo association dissolved and withdrawn. 22	
	<u>49</u>
Total decrease .....	49
Present affiliated membership.....	628
	<u>935</u>
Total present membership, all kinds.....	935

#### FINANCIAL STATEMENT.

The following receipts include \$163.50, dues paid to July 1, 1907, and the disbursements include bills carried over from last year, approximating \$300. I also wish to report that a number of officer's



L. A. MOREY, NEW YORK.  
Director, Grain Dealers' National Association.

strictions placed upon them in order to check their unlawful practices. It is true that there are some memorable instances where government or municipal control of valuable industries and franchises have been incompetent and ruinous; as, for example, the French government, through M. de Lesseps, in the cutting of a sea passage through the Isthmus of Panama, which developed corruption, bribery, misappropriation of public money and most damaging results. The solitary word, Panama, during 1892, became synonymous with government corruption. Many of us can call to mind mismanagement by some of our large municipalities where officials were saturated with corruption and obnoxious methods until the people almost rose up en masse as a matter of salvation.

So it is, Mr. President, with the uniform grading of grain. It should be in the hands of the legitimate grain trade, under the supervision of the different grain exchanges of the country, and not under political or national control. (Applause.) If, however, we are recalcitrant to our business and trade interests, we may expect governmental interference and control of the whole subject, and it is up to us to make a prompt decision.

The following article appeared in a prominent western newspaper on the second day of May last: "Cash No. 1 Nor. wheat, which is now May wheat, was quoted about 2½¢ over May yesterday. Yet over three million bushels No. 1 Nor. were delivered on May contract yesterday, which reads somewhat incongruous and needs explanation, for the reason a buyer would be foolish to pay the premium for cash wheat when he could buy the May at a discount. Fact is, the wheat commanding the premium is choice the mixers buy, whereas the May is just good enough to pass the inspection, the difference in quality making the difference in values; one representing a choice orange, the other a partly spoiled one. The quotations are misleading to the public unless the latter understands them. Very little wheat is bringing the premiums and should be quoted as special so the people may understand the reason."

It has become a well settled opinion that a regular and satisfactory system of grading of grain is an absolute necessity; not a system that seems to be in vogue at many of the grain centers, which is to have an inward and an outward inspection, at the same time operating under one set of rules. I understand it is no uncommon thing, and I think that I might say, quite the custom, that grain inspected



out of an elevator would not be accepted back as the same grade; or in other words, the grading is higher inbound than outbound. This to my mind, Mr. President, is not right and is ruinous to the trade. We, of the East, or, in fact, buyers the world over, must be content with grain that has been mixed and remixed and adulterated until we not only get the minimum of the grade, and we are very apt to get grain that most likely would not be taken back to the elevator from whence it came, or possibly back into any public elevator, on the same grade, although we hold a certificate of inspection of the grade.

It is just such things as this, Mr. President, that are causing this "hue and cry" for a change in the inspection of grain. To my mind, uniform grading of grain is entirely practical as applied to all kinds of grain—I might say with the single exception of corn, which is governed more or less by climatic changes, this article depending, perhaps, more than any other of the cereals on its condition as to dampness on arrival at destination.

I will not attempt in this paper to make even a suggestion or offer a remedy for the relief of the grain trade in the matter of inspection or grading of grain, my remarks being more in the line of calling the attention of the trade to the unsatisfactory conditions as they now exist. I do not wish to be considered pessimistic on the question, but desire in a manner to sound a note of warning that something may be done for the relief of the grain business and if uniform inspection will bring about a better condition of affairs then I say with all sincerity, let's have it, and the sooner, the better. But I am confident the trade, the men who are



CHARLES S. JONES, MEMPHIS.  
Director, Grain Dealers' National Association.

in the business, are better calculated, better qualified, and at least understand what is required in the grading of grain, than any other set of men, especially men appointed either by state or the general government (applause), and if you men of the West would make a move and break away from your state inspection, get it out of politics, and place it where it properly belongs, under the control of your various boards of trade and exchanges, that, Mr. President, would at least be a step in the right direction, and it is my firm belief that if the grain exchanges, the warehouses and the elevator companies at the official grain terminals and the leaders of the grain trade do not get together upon a uniform system of grading of grain, the United States government will step in and certainly assume control of the whole matter. I feel the Grain Dealers' National Association should take some action in the matter, and I trust a resolution will be offered at this convention on which the views of the different members may be heard on the subject.

The following is an extract of the speech of Senator P. J. McCumber, delivered in the United States Senate in March, 1904:

"Conditions have changed within the last twenty years. Combination—combination everywhere, crushing the weak, combination cornering the markets; combination overriding and destroying the law of competition; combinations of great elevator companies, which fix our grades, determine what our prices shall be, place us entirely at their mercy. These are conditions requiring legislative action. We cannot meet them as in days gone by. The great commercial interests are so closely bound together that there are no longer competitive channels to which we can go for relief. More than one-half the population of the United States is agricultural. The government, therefore, is interested and deeply concerned in their welfare from a national standpoint. There is no one single blessing which will give greater happiness, longer life or higher character to the American people than the perpetuation of the rural home. Without this blessing no nation has ever remained long a progressive nation. With it no people have ever failed to become great and progressive. It is the pride and strength of our people to-day. It is the hope, and I believe I am justified in saying, the one hope, of our people in the future."

So we must be alive to our common interests and be up and doing, remembering that "Time and tide wait for no man." Let us profit by the past and

keep in view the words of warning that the immortal Shakespeare gives to the world in his "Julius Cæsar"—

"There is a tide in the affairs of men

Which taken at the flood, leads on to fortune,

Omitted, all the voyage of their life

Is bound in shallows and in miseries."

This is the time to act, it is the accepted time and what is done must be done quickly. Heaven only helps those who make every effort to help themselves, and so it was laid down in one of the noted fables of "Æsop," that when the worn out horses, that were tugging away along the hill road with the hubs of the overloaded wagon wheels stuck fast into the muddy ruts and the wagoner on his marrow-bones beseeched the gods for help, as the clouds parted above him Jupiter appeared in sight and commanded him to rise from his knees, seize hold of the wheels and start the jaded horses on their way, adding this bit of part advice: "For the gods only aid the ones who try the hardest to aid themselves."

Mr. Grimes: I want to suggest that it would be right and proper that a committee be appointed by the chair to formulate a suitable resolution to be handed to the committee on resolutions, and I move you that a committee be appointed, with Mr. Rogers as chairman, to formulate suitable resolutions upon the subject of uniform grades, and bring them before this convention to-morrow, through the committee on resolutions.

The motion was carried, and the president appointed the following named gentlemen: E. L. Rogers, chairman, Philadelphia; J. D. Shanahan, Buffalo; E. W. Bassett, Indianapolis; A. G. Tyng, Peoria; A. E. Reynolds, Crawfordsville, Ind.

Mr. Kornegay, Selma, Ala.: My experiences in the past year have been such as to make me feel that this question is paramount to all others which may come before this Association. You have no idea of the difficulties we experience in getting the grades which we buy. It has now come to a point where shippers fail to send out certificates any more with the invoices, and I have simply a few thoughts that occurred to me since the meeting this morning that I want to present to the Association.

In my humble opinion, if this organization, which is destined to accomplish so much for the promotion of the interests and the advancement of the general welfare of the grain dealers, shippers, receivers, and I might go so far as to say the farmer who grows grain, accomplishes nothing more than the establishment of a uniformity of grades, a standard by which every section of this vast country, north, east, south and west, can class or grade grain for the mutual protection of all concerned, it will have been productive of infinite good and a shower of blessings that will cause all the members to sing its praises, and thereby prove a stimulus to strengthen and increase the membership of the Association. If, away down south in Dixie, where the sugar cane grows and the cotton blossoms bloom, the raisers, handlers, sellers and buyers have an established classification through the entire South, accepted by the cotton mills in the East and abroad, for so delicate a fiber as cotton, it does appear to me that a standard by which to grade grain can be upheld and maintained. The classification for cotton is even more difficult and complicated than that of grain.

You all are familiar with the Biblical adage that the way of the transgressor is hard, and doubtless many of the members here present can bear testimony to this almost commonplace oracle, which might be applied to the grain dealers who have a reckless disregard for the proper grading of grain. The honest, upright grain shippers, who endeavor to conscientiously ship the grade purchased, find themselves in a serious predicament because there are those engaged in business who consider the price rather than the quality as the strongest factor in doing a profitable grain business.

In conclusion let me say that the dishonest and unreliable, irresponsible dealer can never be eradicated, and will continue to bob up to annoy and pester the man who is governed by the principle that "honesty is the best policy" in the grain business as well as other avocations in

life, until a uniformity of grades is established. Hundreds of cars of No. 4 and 3 oats have been shipped south this season for No. 2, and the same is true of corn. If such things are going to continue, it will be ruinous to all parties concerned, and especially to hundreds of good, honorable grain shippers of the country, who endeavor to give people what they expect and what they buy. I have felt I must make these remarks, because I am so deeply impressed with this thought.

Mr. McDonald, inspector at Baltimore: I know that I voice the sentiments of every member of our Chief Inspectors' National Association when I say that we are more than pleased to see this very important question of uniform grades taken up by this great organization. We have endeavored to prevail upon our several exchanges to adopt uniform grades, but without avail. It seems to me, sir, that if we could only adopt uniform phraseology, uniform grades must necessarily follow. Now, sir, in my opinion, a government inspection would be far worse than state inspection, which you know, sir, is bad enough.

Mr. White, inspector at New York: As a chief inspector, I am in favor of uniform grades, and the way to reach that is to reach the grain dealers. They are the ones who make the rules for



H. I. BALDWIN, DECATUR, ILL.  
Director, Grain Dealers' National Association.

the inspectors to grade by. That is all I have to say.

Mr. Duffy, inspector at Philadelphia: With reference to the paper which Mr. Rogers read in regard to uniform grades—as far as the word "uniform" is concerned, I want to take out what I put in, or, rather, put in what I took out, under No. 2 grade, as far as "uniform" is concerned there.

Mr. Shanahan, inspector at Buffalo: In the first place, if you will allow me, I would like to ask the gentleman from Alabama if there are any recognized standards, and if so, what they are, in the inspection of cotton? Is there any system for official inspection of cotton?

Mr. Kornegay: In the cotton exchanges, yes.

Mr. Shanahan: How is the inspection made for the cotton exchanges? Any standard samples by which the inspectors are guided?

Mr. Kornegay: Yes, and they have an arbitration board which settles any differences. They have regular classifications of cotton, as you have grades of grain:

Mr. Shanahan: I suppose there is more than one cotton exchange in the South?

Mr. Kornegay: Oh, all of the Southern markets that handle cotton have cotton exchanges.

Mr. Shanahan: And they all recognize this one standard sample?

Mr. Kornegay: Well, it has been adopted—yes, to a certain extent, as nearly as possible.

Mr. Shanahan: They have certain rules by which they grade this cotton, the same as we have for the grading of grain, I take it?

Mr. Kornegay: I presume so—I don't know just what that is for corn.



Mr. Shanahan: The reason I ask this, Mr. President, is that I gather from what the gentleman says that their ideas in grading cotton are very much the same as our theory and rules for grading grain. Now, as to uniform inspection, I think that is what we are trying to get at. We not only want the same rules to grade by in the different markets, if we are going to have uniform grades of grain, but we want to have some authorities also, made up of representatives of these exchanges which enter into the compact for this uniform grade of grain, to select such samples as in their judgment they think ought to represent the grades. If they do not do this, it seems to me that no two inspectors could agree exactly. I know that that is a fact, although I think we are close together on our grades, as a rule.

Several years ago I was invited to talk before this Association at Des Moines, and it struck me then, and I don't know that I have changed very much in the idea since, that in order to bring about this uniform inspection we ought to have these uniform standard samples. And it seems to me that it would be the greatest aid, and perhaps the strongest argument, for keeping those grades uniform, if those standard samples were standardized by the United States government. Now, that is entirely different and away from government inspection. I do not want to be understood as favoring inspection of grain by the government, but I do not believe you can ever get these grain exchanges together, nor do I believe that the Grain Dealers' National Association is so strong that it can either compel, or influence even, these different exchanges to come together and make the phraseology of their rules absolutely the same. I do not believe that is possible, because I have had some little experience. As secretary of the Chief Inspectors' National Association for three or four years, I had occasion to have some correspondence on that subject.

However, what we need is a beginning in all cases; and I firmly believe that if we can get a uniform set of rules, using the same phraseology and making them as comprehensive as possible, leaving out such words as "reasonably dry," "reasonably clean," and all that sort of thing, and taking it out of the hands of different men who are to judge as to what "reasonably" means, I think we will make a beginning. Until that beginning is made, we cannot accomplish very much.

Several years ago, two years ago, I think, the Chief Grain Inspectors' National Association, seeing the necessity for uniform grading of grain, and feeling ourselves it would be much better for us as well as the trade if we could accomplish such a thing, took the matter up and promulgated a set of rules which we tried to get this Association to recommend to the different exchanges for adoption, feeling, as I have said before, that if we could get the exchanges to use a uniform phraseology in the rules that they laid down for their inspectors to grade by, a long step would be taken in advance. And I believe yet that that is the case—that that is a fact. We cannot expect to accomplish uniform inspection in one year, two years, or perhaps ten years, but a beginning has got to be made somewhere, and I think that beginning can be made right here, at this meeting of the Grain Dealers' National Association. And I would say that perhaps it would be better to go further than merely to say that they should have a uniform phraseology in these rules. It seems to me the best thing would be for this Association to adopt a set of rules which perhaps they might get together on, and recommend them to the exchanges for adoption.

Mr. Culver, inspector at Toledo: As one of the representatives of the Toledo market, I am now, and have been for eight years, working vigorously for the adoption of uniform rules and

uniform phraseology in all grades of grain in all markets. I do not agree with my colleague that this Association is not strong enough to force the different exchanges to adopt uniform rules. I think it can be brought about, and I think this organization as a body ought to have a committee to draft rules of uniform phraseology so they will be thoroughly understood. When you get those rules, hand each inspector representing each city a set of those rules, and let him define how he understands those rules and how he would instruct his deputies in regard to them. As for uniform rules, my market has always been in favor of them, and instructed me at this time—not only our millers, but all our other associations—"For heaven's sake do something to bring about uniform rules, so that when we buy an option in another market and get the delivery we can get the grain we buy and we can accept the grain on delivery." The complaint we have more or less with all the other markets is the same—that there is no uniformity. Here we have got one grade, St. Louis has another grade, Chicago another, and Kansas City another, and they are no closer together than the president and I are at the present moment. Take No. 3 white oats in our market, Standard oats in New York, Standard oats in Boston, and Standard oats in Chicago—they are supposed to be the same grade. Are they? You can take the same oats and put them on the table in the East, and what is the difference? One market brings a premium over the other. Is that uniform inspection? No. One market will say, "We will allow 5 per cent mixed," while another market will allow 2½ to 5 per cent, and another market will say, "We won't allow any."

If you are going to bring about uniformity you have got to adopt a set of rules and bring the different exchanges together and have them adopt them. I believe the sooner we get them out the better it will be for the grain trade, and the less complaint we will have about different grades received in the different terminal markets.

I want to say one word to the gentleman from Alabama. He says that the certificates do not accompany the bills of lading, or his papers and drafts. I would say that as a buyer in any grain market in any state he is entitled to his inspection certificate as soon as his draft is presented. If he does not receive it, he is not obliged to pay the draft. Anything that is bought on official terms in any official market under any official inspection, is entitled to the official inspection certificate of that market, and no certificate that goes from our market to any other market, that is not signed by the chief inspector, or with the chief inspector's name, is official. I want to say that our market is heartily in favor of uniform inspection, and will do everything in its power to bring it about and help this organization adopt uniform rules, to be adopted by the different markets of this country.

Mr. Tyng: I move you that the Grain Dealers' National Association recommend that each public market appoint a delegate, these delegates to meet at such time and place as may be conveniently arranged upon, to confer together with the idea of establishing uniform phraseology of grades. I believe that that is the best way we can reach it. We cannot accomplish it on the floor here, and I think that if some time within the next one or two or three months each market were to send a representative to some point agreed upon, the inspectors, or delegates, could agree on uniform phraseology—possibly with the exception of Chicago grades. I think that is the only way we can take the first step.

Mr. Richeson, inspector at New Orleans: I merely want to say as a representative of the New Orleans Board of Trade, that we are in

favor of uniform phraseology. I am authorized by them to say that at this meeting.

Mr. Rogers: It was not my intention to enter into this discussion at all on the floor. I am very glad to hear from the different chief inspectors, but if I may be allowed just one moment, it reminds me of a story. A lawyer one time advertised for a boy. He came down to his office the next morning, and the office was full of boys. He went up to the boys and said, "Boys, take a seat. Would you like to hear a story?" "Yes, oh, yes." "Well," said he, "there was a farmer very much annoyed by his neighbor's pigeons. They came over his barn and over his corn by the hundreds; and when he would go out he would see his barn filled with his neighbor's pigeons. He said to himself, 'I will stop this pigeon business;' and he got out his old muzzle-loading shotgun and banged away, and he had no more than set his gun down before he discovered his barn was on fire. The old lady came rushing out and helped get the cow out of the barn and the horses, but the barn was completely consumed." One of the boys said, "Well, he will know better than to be killing pigeons again." Another one said, "It's too bad about this horse and cow burning up;" but one little fellow way over in the corner said, "Mister, did you kill the pigeon?" It strikes me that the chief inspectors have overlooked the point entirely. They have not yet explained why there is an inward and an outward inspection.

Mr. Culver: I can say for our market that anything we accept outwardly we will accept inwardly, and I will stand back of that or pay the difference.

Mr. Eva, inspector at Minneapolis: Under the able explanation of my predecessors, I have only this to say, that our grades are formulated by the boards of trade and the dealers. Personally I am heartily in favor of uniform phraseology and always have been.

Mr. Shanahan: If I might say just one word, you gentlemen must understand that we are not the supreme power in the inspection. In all these different markets that we represent, except perhaps the state inspectors, we are under the control of what is known in various ways as the grain inspection committee, or grain committee, or whatever name it may be called by, who have absolute control of this inspection. They lay down the rules for us to grade by. If we take exceptions to a lot of grain, it is in their power to pass it over our heads, and they tell us what we shall grade and how we shall interpret these rules. That partly answers why there is an inward and outward inspection, and another way to answer it is this: When we get stuff from the country it comes fresh from the thrasher. Perhaps the farmer takes pains to clean his stuff, and he puts it in there as—suppose it is No. 2 white oats, top of grade. You all know what that is. Perhaps the elevator man or somebody else takes it into the elevator and mixes some No. 3 white oats with it, and still it conforms to the rule for No. 2 white oats. And we put it out. We have to do so. It seems to me that explains why there is an inward and outward inspection. It seems to me, if that inward and outward inspection conforms to the rules, I do not see who could be heard to complain as long as our rules are so ambiguous that they can be interpreted as anybody sees fit to interpret them; and as long as no two of us can interpret them alike.

Alfred Anderson, inspector at Peoria: I would say that the Peoria Board of Trade is in favor of uniform grades, and of the rules being practically the same.

Mr. Washington, inspector at Norfolk: I am grain inspector at Norfolk, and I have always been in favor of an equal grade in every place. I think every inspector in the country is in favor of equal grades.

Mr. Culver: I would like to have Mr. White



state what is in-grade and what is out-grade, as they export grain.

Mr. White: The people on the other side, in Europe, are the ones who want that f. o. b. inspection. Any market that will sell their grain  $\frac{1}{8}$  of a cent lower than other markets will sell the grain to the foreigner, no matter how much poorer it is, and they admit that openly.

They bid for a low grade of grain, understanding that it is f. o. b. grain. It is not three weeks since there was a man from Europe in my office who complained of the grade not being as good as it was some ten years ago, and I told him that the people on the other side were to blame for that; that no market which would keep its grade up could do any business with them; that they would go to other markets that would sell an eighth of a cent cheaper, no matter how much poorer the grade.

Mr. Woolman, Philadelphia: I am sorry I cannot agree with the sentiment the gentleman expresses. I was on Mark Lane several times within the last thirty days, and I saw samples of grain taken by public inspectors there out of cargoes both at London and Liverpool, and I can truthfully say there was a very great difference between the samples of grain drawn by the inspectors there from the shipments from different markets on the seaboard—from Montreal, New York, Philadelphia and Baltimore; and I know that there was a great discrimination practiced in the purchase of that grain. It was compared with the receipts from the Argentine, from Russia, from Germany, from India and from the Adriatic, and the discrimination practiced by some of the leading buyers there in London was very materially against the shipments from some of our Atlantic ports. I will not mention the name of any port because I don't think it is necessary in this discussion, but I do know that they discriminate largely against an inferior article in Mark Lane.

Mr. Nye, inspector at Cleveland: I am in favor of uniform inspection as near as we can get at it. Our in- and out-inspections are just as near alike as we can make them. We take anything out that we take in, on the same inspection.

Mr. Einstman, inspector at East St. Louis: The inspectors do not make the grades. They make the inspection; and as long as they follow their rules and regulations that is all that can be asked of the inspector.

Mr. Goemann: I want to make a few remarks on the subject of inspection. We know that you inspectors do not make the grades; it is your committee on the exchanges that makes the grades; but you are all practical men, and you know whether this idea is a feasible one, and that is why we wanted to hear from you. We want to know whether we could follow up this lead and bring it to a successful point. It is possible that the Grain Dealers' National Association may have been asked in the past to recommend a plan proposed along this line and failed to do so, but we don't want to fail now. We want to get to a point where we can be of benefit. I believe, and I think the directors believe, it is an important matter; and if we can get you together and get your recommendations as to what should be uniform grades in the territory east of Chicago, where the classifications of grain and the climatic conditions are about alike, we have got a point to start from. But we have got to get some starting point. You are all here to-day; and it occurred to me that it was a very pertinent time to get your views, and we have got your views to formulate a basis to work from. We want a grade uniform in all markets. Then Mr. White will not be compelled in New York to reduce the grade below the construed rules, because he knows that in Baltimore the grade is just the same, and there will not be a competition compelling the reducing of quality to meet the

price. We want to be in a position where grain will be graded alike at all markets; if it is No. 2 at New York it must be No. 2 at Baltimore and Boston, and if we can get to that point there will not be the temptation for your committees to overrule your grading because it is going to be alike, and you are not going to be asked to do something that you ought not to do. Of course, we wanted to know first whether you people were in favor of it, because we know that the first thing your committee will do will be to refer it to you to yet your views upon it. Your grain committee will say to you, "Shall we go into this? Is it practical?" etc. Now, we know that from your standpoint it is practical, and we want to follow it up, and we want your co-operation. We would like to have a committee from your association for conference at some time, and to exchange thought on proper grading, or if you have those same rules that you promulgated a few years ago, of which I have copies in my office, we would be very glad to use them as a starting point, and follow it up from that as a basis, if they are still in line with your views to-day as being the proper method of establishing a uniform grading.

Mr. England: About two years ago there was a meeting called in New York city to consider this very question of uniform phraseology of grading, and I had the honor of representing the Baltimore Chamber of Commerce at that meeting. The subject was pretty well threshed out, and I think everyone present at that meeting went back home with the intention as far as possible to have matters so arranged that greater uniformity might be obtained. We all know that conditions are different in different markets. There are climatic conditions and other conditions, too numerous to mention, which we all fully understand. I think that this matter is in the hands of the inspectors themselves. There is very little difference in the phraseology of the grading. There should not be any doubt in the minds of experienced men as to what "reasonably clean" or "sound" mean, and how they should be applied. This seems to me to be a matter that looks very well in theory, but if it is going to be worked out in practice it must be done by the inspectors. This is a question that the grain inspectors have from time to time had occasion to meet. The Grain Dealers' National Association has gone a great way to produce uniformity of grade without any particular change in the phraseology of the rule and I think it is a matter that the inspectors have in their hands. They are supreme to a very great extent, and the instances of an inspector being reversed by the grain committee are rare, unless there is an absolutely good reason for it. I do not think market conditions have anything to do with it. I don't think in any market that the grain committee can be influenced by market conditions. Of course, the committee are men who have good judgment, or they ought to have good judgment to be on the committee. They hear the report of the inspectors, as well as examine the grain themselves, and they have confidence in the judgment of the inspector and it is rare that his decision is reversed by the committee.

So far as grading in and out is concerned, we do not know such a thing in the Baltimore market. We have one grade, and Mr. Dennis here told me only yesterday of his shipping during the past year to Rotterdam and other German markets, where he had received the highest commendation for the shipments of grain from Baltimore. If it is true, as Mr. Woolman says, that he has seen samples of the same grade sold in Mark Lane because it was an eighth of a cent cheaper, although of much poorer quality, it is very great extent, and the instances of an in- that some grain will stand the ocean voyage better than others. The same inspector might inspect two cargoes of grain, shipped at exactly

the same time, and yet the two cargoes might arrive at their destination varying greatly in their condition. That same thing might happen at any time.

Mr. Shanahan: I did not want to be understood as saying in effect that grain committees were responsible for any great lack of uniformity in the grades of grain, but I want to say this, that I believe honestly that that grain committee doesn't exist which is not more or less influenced by the grain conditions in its market, and that a member of the committee is more apt to give the grain the benefit of a doubt. Now then, in regard to this uniform inspection, than the inspector himself. That is my belief. Now then, in regard to this uniform inspection, I believe that it is entirely feasible and practicable. I do not believe though, that you are going to obtain the result that you look forward to by greater uniformity of the phraseology of the grades. I think that this matter is merely a beginning, and when begun will have to be followed up. And if I am not greatly mistaken, the further you follow it, the greater obstacles you are going to find.

Mr. Tyng then renewed his motion that each public market appoint a delegate, those delegates to meet at some convenient time and place to be agreed upon, and endeavor to formulate a uniform standard of grade and uniform phraseology for the grading of grain. The motion was carried.

Mr. Burks moved that the chair appoint a committee of five from this Association to write the secretary of the National Hay Association to join them, to form a committee to represent the grain and hay interests of the United States, and invite the managers of the various car service associations to join the committee in a conference, the ultimate end of which would be to secure a modification of present demurrage rules on a just and equitable basis, which shall embody the principle of reciprocal demurrage—said committee to meet at as soon a time as practicable in joint conference and take such action as they deem expedient, and report progress during the coming year to the secretary of the Grain Dealers' National Association and result of the year's work to the next annual convention.

The convention then adjourned.

#### TUESDAY, JUNE 6—MORNING SESSION.

The morning session was scheduled for 9 o'clock, but was an hour late in starting.

The first formal business was the reading of a paper by E. M. Wasmuth, president of the Indiana Grain Dealers' Association on "Organization."

#### ON CROP REPORTS.

He was followed by George A. Wells of the Iowa Grain Dealers' Association with a paper on "Better Crop Reports," in part as follows:

Crop estimates and statistics are compiled by the federal government, by some of the states, and by numerous private interests. The work done under supervision of the federal government has been subject to more or less criticism as being incompetent, and that the results obtained are at variance with facts. However that may be, there has been a large opportunity for improvement and much improvement has been accomplished by the Agricultural Department during the past year or two.

Estimates compiled by private interests are subject to a wide range of accuracy and reliability, besides being subject to wilful misrepresentations for speculative purposes. I find that critics are more numerous than experts, and that chronic kickers are abroad in the land.

The absence of a universal, uniform basis of compiling crop estimates is the cause of much confusion, and the lack of knowledge regarding the particular basis used in each compilation, results in misconception as well as confusion.

The method of compiling estimates by making comparison by percentages is most generally used, the method of compiling by enumeration being subject to serious errors incident to clerical computations. The government estimates are computed on a percentage basis as compared with a full normal growing condition, based at 100. Another basis that is used is the comparison with an averaged condition, based at 100; while still another basis is the comparison with the "last year's" condition, based at 100. Thus it may be readily seen how different re-



ports giving percentage estimates, without any indications as to the basis used, may show quite different results. Crop reports in a sense are at best only guesses, nevertheless an intelligent computation of averages does closely approximate the facts.

The geographical unit is an important item in compiling estimates by computing averages; and the smaller the unit, the more accurate will be the results. For example, averaged reports, compiled for each township; and the township reports thus compiled, averaged to obtain the result for the county; and the county reports then averaged to obtain the final result for the state, properly computed with the acreages, will give more accurate results than to compile all the original reports miscellaneously, using the state as the geographical unit. Many private crop reports are incorrect because compiled without proper consideration for the geographical unit and the acreage.

The Agricultural Department at Washington under the supervision of the Bureau of Statistics has established an elaborate system of gathering and compiling reports on growing crop conditions, final estimates, etc., which would seem to be as nearly complete in detail as possible, and perhaps more consistently arranged than could be established by any supervision other than the federal government.

In order to correctly give a general idea of the methods and scope of the government service, I will quote the official report of the Bureau of Statistics for 1905, which is as follows, to wit: "Government Methods of Crop Reporting.—The Bureau of Statistics issues each month detailed reports relating to agricultural conditions throughout the United States, the data upon which these statements are based being obtained through a special field service, a corps of state statistical agents, and through a very large body of voluntary correspondents composed of the following classes: County correspondents, township correspondents, individual farmers, and special cotton correspondents.

"A special field service is composed of ten traveling agents, each assigned to report for a given group of states. They are especially qualified by statistical training and practical knowledge of crops. They systematically travel over the districts assigned to them, carefully note the development of each crop, and keep in close touch with best-informed opinion, and render written and telegraphic reports monthly and at such other times as is required.

"The state statistical agents are paid agents, located in forty-three of the states. Each of these reports for his state as a unit and maintains a corps of correspondents entirely independent of those reporting directly to the department at Washington. These state statistical aids report each month direct to the state agent on schedules furnished them. These are then tabulated and weighted according to the relative product or the area of the given crop in each county represented, and summarized for the use of the state agent. Then he coordinates and analyzes them in the light of his own knowledge of conditions, derived from personal observation and other sources, and prepares his monthly and other written and telegraphic reports to the department.

"There are in the United States approximately 2,800 counties of agricultural importance. In each of these counties the department has a principal county correspondent who maintains an organization of several assistants. These county correspondents are selected with special reference to their qualifications and constitute an efficient branch of the crop-reporting service. They make the county the geographical unit of their reports, and after obtaining data each month from their assistants and supplementing this with information obtained from their own observation and knowledge, they report directly to the department at Washington.

"In the township and voting precincts in the United States in which farming operations are extensively carried on, the department has township correspondents, who make the township or precinct the basis of their reports, which they also send to the Bureau of Statistics each month.

"Finally, at the end of the growing season, a large number of individual farmers and planters report on the results of their own individual farming operations during the year.

The general plan thus adopted by the federal government certainly provides for much opportunity to compute the averages and verify them in different ways; and I believe that so far as the plan itself is concerned, the critic would hardly find much opportunity for suggestion, the important question being the efficiency of the service rendered by the reporters and the discipline exercised by the government.

It is contended by some critics that the Agricultural Department is hampered in making the greatest success of this work by politics, and that the positions under this department are dealt out as political patronage. Another suggestion regarding the general plan is that the government should undertake only a compilation of two annual reports, one on acreage and another on final production, and leave the whole field of growing conditions and prospective yields to the state supervision and private sources.

It may be well to consider in this connection the idea that the state crop service and weather bureau combined, as it is conducted in the state of Iowa, which is the only state where the Weather and Crop Service Bureaus are combined, gives a larger opportunity for efficiency than if the two departments are entirely separate, with the crop service entirely under the supervision of the federal government. The climatological records, when well understood by the crop statistician, are of great assistance in compiling estimates of growing conditions, and there is much to recommend the idea of the state supervision of compiling estimates of growing con-

ditions, and prospective yields, operating the state crop service and weather bureaus in conjunction under one director, rather than under direct supervision of the federal government.

The government basis of 100, as representing a full normal growing condition, is the principal subject of general criticism and not well understood. It does not seem to give a satisfactory and conclusive basis for final numerical reduction. The following letter, received from W. M. Hayes, Assistant Secretary, Department of Agriculture, regarding this question, as follows, to wit:

"It is impracticable to use in our system of statistics any given yield as a basis, because the basis would have to be changed with every locality from which our percentage reports come. One hundred is used as a basis of full normal condition. The language describing the normal has heretofore been somewhat unfortunate. The crop, planted in favorable season, in well prepared soil, with climatic conditions good, would be considered to have a present chance of making a full normal crop, a 100 per cent crop. As the months go on, and unfortunate climatic conditions or insect pests injure the crop, it no longer has a chance of a full normal crop, and the reporters indicate this by giving a percentage less than 100. In rare cases the crop conditions remain so excellent that a percentage is given slightly above that of full normal. I quote the following from the backs of some of our new schedules:

"The condition of these crops on the date indicated for mailing the report is not in comparison with a condition at any former period, but with a normal condition of growth and vitality, such as would accompany a crop starting out under favorable conditions and not subjected to unfavorable weather, insect pests, or other injurious agencies. The acreage is in comparison with that of last year. In representing conditions in comparison with a normal condition of growth and vitality, or in representing acreage this year in comparison with that of last year, 100 is the basis; an increase of one-tenth, or 10 per cent, should be filled in as 110; a decrease of 5 per cent, 95, etc."

"Crops starting out at a disadvantage, as in case where planting or seeding has been long delayed by cold and wet weather, are often given a percentage of condition below 100 at the beginning; while crops starting out under exceptionally favorable conditions of soil, weather and seed are given a percentage above 100."

The basis thus used by the government, even when fully understood, does not give a result that is satisfactory when it is desired to reduce the estimate thus compiled, to numerical figures to show the probable final crop production. If the term "normal condition" represents a full crop, matured under perfect growing conditions, the question of how to compute numerical reduction is uncertain. Who can say what the full normal crop is?

It may consistently be contended, however, from a government standpoint, that the government cannot indulge in speculative possibilities and establish figures representing such possibilities. If accurate reports of growing conditions are promulgated, the speculative possibility, which is a necessary factor in the grain trade, should be computed outside of government or state supervision, but the general basis of such computation should, in my opinion, be more thoroughly promulgated by the government.

It would perhaps be possible and consistent for the government to establish figures representing approximately the yield per acre of a "normal crop," which would be a crop grown under continuous perfect growing conditions, and that these figures be established for each state, which if computed with the acreages would also give the "normal crop" yields for the United States. The "normal," or perfect growing "condition" as used by the government would seem to be the most definite and substantial basis that can be used, for the reason that expert judgment and analysis should accurately determine whether the growing conditions are perfect or otherwise, and compute closely the percentage of comparison on the basis of 100 for "normal growing condition."

It has been suggested that the best basis for comparison to be used is "last year's crop condition," and I am using this basis in compiling crop reports for the Iowa Grain Dealers' Association; but I recognize that such individual reports as received from reporters are simply guesses, without being based on positively fundamental facts, and the only redeeming feature of an estimate, based on such reports, is that the computation of the averages may closely approximate the facts, while the government basis has the advantage of both fundamental fact and computation averages.

I am not an expert on crop statistics, and I make no pretence as a critic; in fact, it seemed inconsistent for me to attempt a discussion of the subject, but I finally yielded to the request of your secretary and have attempted only to compile a brief statement of facts regarding the government plan, and some suggestions that I have gathered from different sources, with the view of promoting general discussion and possibly action by this Association, to the end that present methods and conditions may be improved.

Mr. Wells, after concluding the paper, suggested a standing committee on crop reports and estimates.

Mr. Grimes commended the paper to the attention of the convention. He spoke of his own efforts, covering many years, to force an improvement in the character of the reports, and he felt that his labors had not been entirely in vain. At least the number of Agricultural

Department's agents has been increased from four in 1902 to ten in 1905. He felt that the country would be better off without official reports than to have incorrect ones issued by government authority. As for a means of improving them he said:

There can be and, in my opinion, should be paid government reporters—a large number of them. We have, as you are aware, an increasing free delivery service—free delivery mail carriers that travel over all the agricultural counties and, in fact, all other counties. I think the time will come when that particular part of the government's efforts to secure accurate government crop reports will be placed in the hands, or should be placed in the hands, of the free mail delivery carriers. And I believe by that means we could get a government report that would be almost perfect—as nearly perfect as it possibly could be gathered. As you well know, these government free mail delivery carriers travel by land altogether. They travel over the country, at all seasons of the year, and it wouldn't be an additional burden for them to make weekly reports of grain as they travel their routes. The result would be, if it is their specified duty, to make this report, there is no question but that we would get a report we could rely upon. . . .

The plan that I suggest—I don't know whether it is feasible or not, but it seems to me that it is a feasible plan. It is a plan that if adopted no doubt would give confidence. We have no confidence in the government report, and what we want to do is to give confidence to it; and by adopting some plan such as I suggest, we would establish confidence.

Mr. J. W. Radford: I think the fundamental mistake in governmental reports is in their acreage. I don't know where they get their acreage from, but if they get it from the assessors, we all know that the assessor considers it his principal duty to assess the property, not to take an accurate account of the acreage planted. I think perhaps it would be a good idea for the general government to pay a small fee to every assessor, and require him to render accurate acreage reports. Under the system adopted by Mr. Wells in Iowa, I think you get pretty close to the yields of grain, but you do not get the acreage right, and therefore your results are worth nothing.

Mr. Wells: I have corresponded and talked with a great many grain men about the method of gathering reports by the government, and I find that there are very few that understand thoroughly the government plan. I would like to suggest to anyone here that they simply write and get the report of the Bureau of Statistics for 1905, and you will find that the government plan aims at but one thing, and that is to get a technical expert knowledge of the condition. Under the plan suggested by Mr. Grimes, I think you would find that the reports would not be expert; they would simply be the guesses of the farmers. The computation of averages, I believe would get very close to the facts, but when you take estimates by a class of men, all farmers alone, you get their side. They are apt to drift to the one side of the question. I think if you are going to take miscellaneous reports you should take them from farmers, grain dealers, bankers and everybody interested, in order to avoid that tendency. But you will find that this 100 per cent of normal conditions involves the necessity of putting experts into the field and getting the fact as to that normal condition. It is not a mere guess. Of course, I do not know how well the government carries that out.

Mr. Grimes: To give you an idea: For four years I was president of the Ohio State Agricultural Society. The Ohio State board of Agriculture depended entirely upon farmers. The same method is followed to-day as was adopted then. Mr. Smith is a farmer on one side of the



road, and Mr. Jones is a farmer on the other side of the road. Mr. Smith has 2,000 bushels of wheat in his bins. Jones has sold his wheat for 90 cents, and Mr. Smith is holding his wheat. The reports coming from these two gentlemen are naturally biased. The man who has the wheat wants to bull the market, and the man who has sold his wants to bear it. Now, that is the condition as a whole, gentlemen. And it is the condition to-day that shows how it affects the government of the United States in getting the reports. The ten experts that they have endeavor to the best of their ability to gather the statistics, but when you take into consideration that ten men have to cover statistics for twenty-three states, it is a pretty hard job. They get reports twice a year, as Mr. Wells has stated, of the general condition, and they are anxiously awaited for by the grain trade all over the United States. The government report regulates the market, regulates it right here in Chicago. You will agree with that. Even state reports, to a certain extent, affect the market. In fact, most any old thing affects the market here, when it comes to that. But it will affect the market, and the plan that is adopted by the government is to secure from the state secretaries their reports. The state secretaries get their reports from the farmers, as a general thing.

Now, I report for Ohio, and have been doing so for twenty years. I get my reports from Smith or Jones, who come into my office. I say to Smith, "How are the crops?" "Well, they are pretty good." The next morning in comes his neighbor perhaps, and I ask, "How is the situation?" "Gone to hell. Bugs have eaten us out; we are completely gone." That is the thing goes, and in this way we gather our reports.

Mr. Wells: I would like to ask Mr. Grimes, if you do not think that these ten traveling agents representing the government, who are trained to go into the field and by expert knowledge make examination and analysis of the conditions and determine the basis as compared with 100 per cent normal condition—if you do not think that they get near the facts? That is, as a sort of balance wheel for the general reports as they come in? Now, I make a report—I show 100 per cent as a growing condition. That is, I show a percentage as a growing condition as compared with last year's growing condition. It seems to me now, for instance, my percentage might be 90 this month, and the government crop report will come out, and that will show a percentage of perhaps 82. The ordinary man looks at the two and compares them, but he does not realize that we are using an entirely different basis, and there is where the confusion comes in.

Mr. Grimes: Exactly, that is just what I am saying of.

The secretary then read the report of the committee on legislation, of which Mr. Halliday is the chairman, as follows:

Your committee on legislation, on taking up their duties for the past year, found their work outlined to a great extent. At your annual meeting held at Niagara Falls, June 2 and 3, 1905, you passed a resolution which reads:

"Whereas, in view of the public character of the business of common carriers, it is but fair to the people and to the common carriers themselves that the national and state governments should reasonably and conservatively regulate said common carriers; therefore, be it

"Resolved, That we, the officers and members of the Grain Dealers' National Association, in our annual convention assembled at Niagara Falls, do endorse the recommendations made by President Roosevelt on this subject in his message to Congress, especially that portion of his message which recommends that the Interstate Commerce Commission be empowered to substitute reasonable rates in lieu of rates declared by the said commission to be unreasonable."

You will note this resolution committed our Association to the endorsement of President Roosevelt's recommendation, giving the Interstate Commerce Commission authority to substitute reasonable rates in lieu of rates declared by said commission to be unreasonable.

On October 26 and 27, 1905, there was held at

Chicago, in the Steinway Hall, a meeting called by the Interstate Commerce Law Convention—this meeting was called to endorse President Roosevelt's recommendations and was attended by shippers from every part of the country. Some of our members are no doubt familiar with the effort made to disrupt this convention on the part of the interests who were supposed to be working for the railroad companies. Their efforts, as time has shown, proved of no avail. Your Association was represented at this convention by Messrs. John B. Daish, John P. Courcier and H. E. Halliday, and as representatives of your Association we committed ourselves to the following resolution which was adopted at the above convention.

"Resolved, First. We, the delegates assembled in convention at Chicago, under a call issued to those commercial, producing and manufacturing organizations that sustain the president of the United States in his publicly expressed views as to Interstate Commerce Law Amendment, congratulate the country that Theodore Roosevelt, as President of the United States, has shown his wisdom and patriotism in recommending to Congress constitutional, effective and just measures for the regulation of interstate commerce that shall provide for the people a national tribunal with power to substitute a reasonable and just rate or classification for one proven to be unreasonable and unjust, and yet that shall preserve to the railroads just and reasonable control over their properties and revenues.

"We also commend the House of Representatives for having shown a spirit of earnest co-operation with the President in his efforts to thus remedy existing transportation evils.

"Second. We specifically agree with the President that the only constitutional and effective method for the supervision of rates, classifications and practices is by amending the Interstate Commerce Act so as to provide that: "The Interstate Commerce Commission should be vested with the power, where a given rate has been challenged and after full hearing found to be unreasonable, to decide, subject to judicial review, what shall be a reasonable rate to take its place; the ruling to the Commission to take effect immediately and to obtain unless and until it is reversed by the Court of Review."

"Third. The amendment of the interstate commerce act should be sufficiently broad to cover all interstate transportation service, including all charges, regulations and exactions in connection therewith, whether for facilities provided by the railroads themselves or through arrangements with others."

A few months after the Interstate Commerce Law Convention was held in Chicago, we received word from Mr. E. P. Bacon, chairman of the convention, that while it was the general impression that legislation would be enacted at the present session of Congress for the regulation of railway rates, there was reason for apprehension that the railway interests, through their powerful influence, might secure such modifications of its scope as to seriously impair its efficiency, this being particularly the case with reference to the prevention of the discrimination between different localities and between different descriptions of traffic. Realizing that we had only a limited time in which to act, we drew up the following petition which we forwarded to Washington.

"The officers and members of the Grain Dealers' National Association respectfully petition the Fifty-ninth Congress that, in considering the question of the federal regulation of the acts of railroads, it gives full consideration to such discriminations as are produced by rates that are unjustly discriminatory in their effect, as between different localities or sections, or different commodities, the only apparent remedy for which, lies in establishing a just differential to be maintained in their relations to each other, with due regard to the conditions and circumstances effecting the traffic."

Whether our efforts along the above line were instrumental or not in securing the desired legislation, we nevertheless have occasion to congratulate ourselves on the successful outcome of the Hepburn Rate Bill, this bill having passed the Senate in its amended form on May 18, 1906, by vote of 71 in the affirmative to 3 in the negative. What effect the bill will have is admittedly a question largely of personal opinion. Of the many men in and out of public life in the United States to-day none is in a better position to give a judicial opinion of the legislation and its effects than Shelby M. Cullom of Illinois, who expresses himself as being well pleased with the friends of railway rate legislation and that it is a far better bill than when it came to the Senate from the House.

In closing our report on this most important legislation we cannot refrain from recalling to your minds the name of one man whose name will always be associated with rate legislation, a man who faced the most trying situations with a fortitude almost unparalleled in commercial records. From the outset his efforts have been effective and well directed, he has stood by his trying position to the end, and no one can help but praise and admire his tenacity of purpose. Mr. E. P. Bacon of Milwaukee, more than anyone else outside of public life, deserves the credit for standing firmly and everlastingly to the principle of railway rate legislation.

In conjunction with our interest in the Interstate Commerce Rate Bill, we have taken active interest in the uniform bill of lading legislation. On March 21, 1906, we were notified that the Committee on Interstate and Foreign Commerce of the House of Representatives would grant a public hearing to all who might wish to speak on the question of H. R. Bill 15846, this bill having been drawn under the auspices of the American Banking Association. Mr. England of Baltimore, being thoroughly familiar with these matters, kindly consented to represent your Association before this committee, and was instructed to recommend the embodiment of an amendment to have for its effect the protection on the common law

rights of shippers as well as the negotiable features as embodied in the original bill.

At the close of this meeting the chairman of the Carriers' Bill of Lading Committee appeared and stated that during the last eighteen months they had held several conferences with the Shippers' Bill of Lading Committee, both committees having been appointed at the suggestion of the Interstate Commerce Commission. He further stated that they had about reached an agreement on point of issue between them and were leaving in abeyance the points in which the bankers were interested. He stated also that it was very possible that an agreement would be reached at a meeting soon to be held and suggested that the above bill be held in abeyance pending this message, as in the case of an agreement he believed the Bankers would then be invited to the conference on the sections on which they were interested so that all points of agreement between shippers, carriers and bankers might be embodied in the new uniform bill of lading, the same to be presented to Congress for enactment into law. The bankers thereupon agreed to an adjournment of the hearing in view of the advantage to be gained thereby.

Your committee recommends that this most important matter should be given careful and continued thought so that the progress may be constant. And we would suggest that our members freely discuss and suggest anything that may be done to bring about a prompt and satisfactory solution of this matter.

Since drawing up the above report we beg to advise the following amendment, known as the Carmack Amendment was offered to the rate bill, and it is reasonable to suppose it will go through with the adoption of the bill. [Briefly this amendment prohibits common carriers from issuing bills of lading limiting their common law liability, and covers one of the strong points in the petition to the Hepburn Committee upon the bill of lading matter.]

The report was received and made a part of the records of this meeting.

A paper was then read, "Mutual Fire Insurance," by Mr. C. A. McCotter, of Indianapolis, Ind.

The secretary then read the report of trade rules committee, Mr. Arthur R. Sawers of Chicago, chairman, as follows:

Your committee on trade rules begs leave to report that since this committee was appointed we have had numerous requests from members and several from non-members of this Association, asking our interpretation of rules and also for rulings on complications that have arisen that were not covered by any rule now in effect. We believe that in each case we have been able to give enough good, fatherly advice to enable the troubled ones to straighten out their troubles without a clash or any ill feelings. In making these rulings we have applied general, established grain trade customs and what surplus common sense we had in stock.

We are badly in need of a set of new and revised rules, and have before us to-day for consideration, a set of rules drafted by your executive committee. A great deal of time and energy has been spent on this draft as it now stands. When making rules for the Grain Dealers' National Association, which is, as its name implies, a national association covering the entire country, the rules must of necessity be broad and general and cannot be made in a way that will conflict with existing rules of regularly established markets, where our members are now doing business in an entirely satisfactory manner. We believe that these rules should be made in a reciprocal spirit between all members and regularly established markets, and with a view of wearing away any prejudice or conflicting rules that may now exist, and thereby eventually obtain uniform trade rules, covering every exchange and all the trade in the territory covered by this Association.

In the numerous tangles we have been asked to straighten, we will say that but one arose in a regular market, and on investigation we found that that market had a very clear rule that covered the case nicely and the matter was settled without further trouble.

Referring again to the draft of new rules, we suggest: That to Rule No. 9 be added: "When shipper elects to deviate from buyer's instructions, shipper thereby assumes all responsibility of demurrage charges and loss that may accrue thereby."

And that Rules No. 12 and No. 15 should be merged, to read as follows: "The word 'terms' should be construed to mean that in regular distributive and seaboard markets the rules and regulations in such markets shall govern, but where grain is sold for unloading and delivery at points where no regular rules and regulations are in effect, then Rule No. 25 shall govern as to weights, and all surplus lots shall be taken and accounted for by the buyer at the current market price the day after the grain is unloaded."

With these additions and corrections we recommend the adoption of the rules as submitted by your executive committee.

The report was adopted as read, the draft of trade rules accompanying the report being included as part thereof.

Mr. Chas. England, of the special committee appointed to act on behalf of the preservation of Niagara Falls, made a brief report of the work done generally in that direction, the import of which is that an international committee now has the subject in charge, with a view of limiting by legislation the amount of water to



be drawn from Niagara River for power purposes.

On motion, adjourned to 2 p. m.

## TUESDAY—AFTERNOON SESSION.

The first item on the program was a paper on "Terminal Facilities," by Daniel P. Byrne of St. Louis; but Mr. Byrne not being present, the paper was ordered published without reading. The paper is as follows:

At all the terminal markets of the country are found the latest improved and ample facilities for handling grain, instituted with the view of minimizing the cost of handling and securing the most favorable returns for the interior grain dealer. The primary markets east of the Missouri River have an aggregate grain storage capacity of two hundred and seventy-five million bushels. These elevators at the primary markets are a necessity, a convenience and a source of great profit to the interior dealer and the transportation companies. Without this vast storage capacity, the railroad yards at terminals and the sidetracks throughout the country would be in continual state of congestion, and it would be impossible for the railroads to furnish a sufficient number of cars for moving the crops and for handling other classes of freight. Without large quantities of grain on storage at the market centers, there could be no basis for trading in future deliveries of grain, which trading in futures enables the interior grain shipper to hedge against his purchases of grain from the farmer, and the exporter and domestic shipper to hedge against their sales of grain to foreign countries and the consuming trade of this country.

The handling of immense quantities of grain at the terminal markets has compelled simplification and perfection in the system of sampling, inspecting and weighing, with the result that, while there are isolated instances of dissatisfaction, with millions and millions of bushels of grain passing through these elevators of nearly three hundred millions' capacity, practically every car of grain handled is accurately inspected, sampled and weighed, so that when the country shipper receives a report from his commission merchant of the arrival at market of his shipment, of its inspection, and a description of the sample drawn from the car, he recognizes the car of grain he shipped as clearly as though he had gone out on his own sidetrack and examined it before its being put in a train for transportation to market. And when the grain is unloaded and weighed at the terminal market elevator, the unloaded weights usually check with the shipper's figures to a nicety.

At most of the terminal markets there are grain driers for putting into merchantable condition damp and wet corn that otherwise would be salable only at ruinously low prices, though at the terminal markets there is a demand from distilleries and other industries for a limited quantity of out-of-condition corn at relatively better prices than could be realized by the country shipper were he to ship it on sales to domestic interior points.

At the terminal market one of the important facilities is the "mixing" house. Frequently the business of "mixing" at the elevators has been bitterly condemned. But is it not a fact that the "mixer" is a necessity and a material blessing to the country shipper? What could be done with much of the low-grade wheat arriving at market were it not for the "mixer"? Considerable of the off-grade wheat is unsalable to anyone except the "mixer;" and, taking that individual out of the market, this class of wheat would likely suffer a reduction of ten to twenty-five cents per bushel in value. The "mixer" has ample facilities for putting poor wheat in good condition, and is competent to scientifically blend other wheat with it, thus producing a marketable quality of wheat. True, it may be that "mixers" at times exceed their privilege, and turn out to millers a wheat containing a variety foreign to that represented; but this is an exception rather than the rule, and in such cases the miller has recourse.

One of the main facilities at the terminal markets is the centering there of railroads from all directions, and the water outlets at many. Terminal markets, thus being in communication with all parts of the country and the seaboard, become the supply depots for all classes of buyers and for all classes of grain, the distributors to the United States and foreign countries, resulting in a demand and a competition that enables disposition of the interior shipper's grain to better advantage than were it sold to a track bidder, buying for a restricted patronage, or disposed of in a market of lesser importance. The interior shipper can consign any variety and any grade of any grain to the great terminal markets in the assurance that his shipments will find a demand at a fair valuation, and obviating the necessity of his seeking out different buyers for different grains, grades and varieties.

The commission merchant may be rightly termed one of the most important facilities of a terminal market, the directing force of all other facilities. It is the commission merchant that has founded boards of trade and merchants' exchanges, making possible the establishing of market values as a basis for trading in grain throughout the world and constituting a most necessary guide for the interior dealer on which to base his purchases of grain from the farmer. It is the commission merchant that is constantly disseminating knowledge of market values and world-wide information pertaining to the crops and the markets among the country shippers. Without the establishment of market values on the boards of trade and merchants' exchanges and their prompt and continual dissemination by the commission merchant by mail and wire, the interior grain dealer

would be as a ship without a compass, not knowing what prices to pay the farmer or where to market his purchases. And the track bidder would no longer have a price to overbid sufficiently to get the stuff away from the commission merchant. It is the commission merchant that has inaugurated reforms in the weighing system at the various terminal markets and secured to the country shipper honest weights for his grain. It is the commission merchant that has been active in procuring the establishment of just rules for the inspection of grain, and in protecting the country shipper by securing a correct application to these rules. It is the commission merchant that has attracted buyers from all sections of the United States and foreign countries to the terminal markets, creating a genuine competition and good prices for the grain consigned to market by the interior shipper. It is the commission merchant that strives with all his might and intellect to protect and advance the interests of his client, the country shipper.

But, while the commission merchant has been the prime factor in establishing conditions that have made possible the existence of the business of buying and shipping grain from country points, a few track bidders, by reason of special advantages accorded them by the railroads, have for a long time deprived him of the fruits of his labor and genius, diverting from the commission merchant and the terminal markets practically the entire grain surplus of the United States. There is, however, good reason to hope that with adequate control by the federal government of the railroads, that must put a stop to their favoritism and special rates that work discrimination, this exclusive and illusive grain monopoly will be eliminated.

I say illusive, for the reason that the idea with the country grain dealer that he fares better by selling his grain to the track bidder than by consigning to terminal markets, because the track buyer's bid is apparently one-half cent to one cent per bushel higher than the terminal markets figure to net, is an illusion of the first water. This slight premium of one-half to one cent per bushel can be quickly counterbalanced by the misgrading of a few cars sold to the track bidder, who has no interest in securing for the interior shipper a liberal grading of his grain, a strict grading enabling dockages. On the other hand, the commission merchant, as a matter of common interest with the shipper, looks after the shipper's interests in the inspection of his grain, and, if the inspector has been too strict, calls for a review. Quite often the misgrading of grain may make a difference of several cents per bushel to the shipper. And has not experience taught the shipper that he gets better weights at the terminal markets than when his grain is sold on helter-skelter destination weights? The benefits derived from good weights and protection in the inspection of his grain more than eliminate any illusive premium paid by the track bidder over terminal market quotations. If the shipper is fearful of a possible decline in the market while shipments are en route to market on consignment, he can hedge against such possible loss by selling an option in the kind of grain consigned. But how often does it occur that consignments arrive on a declining market? Much more frequently do they arrive either on an advancing or a steady market. The terminal markets have provided excellent facilities for handling the grain surplus of the country, and through these markets its disposition should naturally be made. By disposing of his grain to people not working in harmony with the terminal markets, the interior elevator man contributes to building up a grain monopoly and to destroying a system that has made it possible for him to buy and ship grain from country points. Obviously it is to the interest of the interior grain shipper to sustain the terminal markets.

The terminal markets provide facilities not only for the country shipper, but for the railroads as well, and whose best interests are best served by availing themselves of these facilities. The immense grain storage capacity supplied by the elevators at the terminal markets is an important and necessary facility for utilization by the railroads, but not utilized or appreciated by the transportation interests as it should be. As, for instance, the railroads traversing the surplus grain belt can deliver trainloads of grain at the terminal market elevators, and receive their cars back empty within a few hours. A railroad in the business of transporting grain to domestic points of consumption or to the seaboard for export can run trains of empty cars to an elevator, have them loaded with grain and made up in trains ready for despatch, within a few hours. Theoretically and practically, it is obviously to the advantage of the Western railroad to unload its shipments from the Western fields into the elevators at its Eastern termini, and for the Eastern road to load its cars with grain at the elevators at its Western termini. It is the limit of inconsistency for railroads to complain of a car famine, when the road originating grain shipments is permitting its cars, loaded with grain, to run to distant interior points or the seaboard, or when a road handling out-bound grain shipments will send its empties past grain-filled elevators at its terminal to far distant points located off its own line to secure grain tonnage. These inconsistent tactics and practices on the part of the railroads have usually been coupled with cut rates, so that in failing to utilize the facilities offered at the terminal markets, the railroads have not only inconvenienced themselves, lost time, handled the business at greater expense and with more labor, but they have also decreased their gross revenue on the shipments, and precipitated demoralization in the rate situation, a condition never at any time prevailing when the railroads permitted the grain to flow into and out of the terminal markets in the natural order.

In short, the terminal facilities provided at the great market centers have been brought up to a

stage of perfection, and can be utilized by transportation companies and the entire grain interest to their own advantage.

## "ST. LOUIS AS A GRAIN MARKET."

This was followed by a paper by Eugene Smith, assistant secretary of the Merchants' Exchange, on "St. Louis as a Grain Market," in part as follows:

As a terminal, or natural, grain market, the position that St. Louis occupies to-day is most encouraging to its dealers. There are numerous conditions that are bringing about good results, and St. Louis merchants at all times are ever alert to grasp the opportunities that lead onward and upward to success.

Among the most conspicuous reasons for the marked improvement in the grain interest of our city is the progressiveness of our merchants, the vast cash demand from the great Southeast and Southwest, which look to St. Louis for the major portion of their grain supplies, and the admirable weighing department conducted by the Merchants' Exchange. It is a market to which all kinds of grain are consigned to be sold, and buyers who come here know in advance that they will be able to find all the different qualities to select from, before making their purchases, and not be compelled to take something they do not want or have any special use for, or else go away empty-handed. Another marked advantage is that stocks of grain here are direct from first hands, and in the main are of a better quality than those which have been handled and rehandled in being shipped on from point to point; for it is a well-known fact that the oftener grain is handled the more apt it is to be lowered in quality.

The advantages which shippers have of the official supervision of weighing by the Merchants' Exchange Weighing Bureau is another point of interest that cannot be dwelt on too strongly. In recent months the position that St. Louis has occupied relative to other markets has been most advantageous to the shipper in point of cash business, for on wheat, corn and oats alike, there has been maintained a range of prices from 1/4 cent to 2 cents over other Western primary markets, freight differentials considered. It may be contended by some that such an advantage is wholly one sided, yet such conditions are the result only of the excellent buying that prevails.

As a soft wheat market St. Louis has long been recognized as the leader, for it is here that the greater part of the winter wheat crop is handled. From all quarters millers who desire red winter wheat look to St. Louis chiefly for their supplies. As a hard wheat market our trade each year is assuming a more important position. Each year our reserves of this grade are becoming larger and more millers and buyers are turning their attention to this market when they are in need of wheat of this variety. From a vast territory in all directions buyers come to St. Louis before making their purchases, for here they know they can see the samples of grain that are offered and will not have to depend wholly on inspection. In recent months the requirements for local and nearby consumption have been large, which, coupled with the excellent quality of grain offered, has been one of the chief reasons that our prices have been easily held at upward of 2 cents over many other markets.

In point of making returns St. Louis is known far and wide for the reputation it enjoys for promptness and peradventure no other city can make a more favorable showing in this respect than we do.

For many years St. Louis was to a large extent handicapped by discriminating freight rates, and the same naturally worked to a big disadvantage to our market, but we are now glad to say that we are at last coming to our own, and that in the matter of rates we are receiving the consideration to which we are justly entitled, with the result that we are given an even break in competing with our sister markets in a vast territory to which we were formerly denied. The result is that we are again receiving grain from a large territory we formerly received it from, but which for a long time we were kept out of on account of rates.

Another point now in favor of the St. Louis market, which has long been as a millstone about the necks of our merchants, is that of what was known as the reconsigning charge. After months of agitation and hard work, the state board of Railroad and Warehouse Commissioners were interested, and it was finally withdrawn. To the transportation committee of the Merchants' Exchange great credit is due, for they were called upon to devote much time each week for many months before it was accomplished. And it may well be added here that the same is only one of the concessions which this committee has been instrumental in securing for the betterment of the St. Louis market.

The Merchants' Exchange maintains a traffic bureau that will rank with any in the country. Mr. J. C. Lincoln, the commissioner, was for many years a high traffic official of a large railroad system and enjoys a most enviable reputation among railroad men throughout the country. The bureau is operated in the interest of the exchange members, who at all times are free to make use of the excellent facilities that it offers.

We now come to the Department of Weights, as maintained and operated by the St. Louis Merchants' Exchange. Other cities from time to time have dwelt long and loud on their bureau of weights, but I doubt that if any in the country are conducted more painstakingly or systematically than that of the St. Louis Merchants' Exchange department. Though in operation but four years, the system employed has been worked over from time to time until at the present it is almost as near perfect as such an institution can be. From all



sections of the country shippers, on learning the methods employed by the department in protecting their interests, are constantly writing in, instructing that the weighing of their grain be supervised by the Merchants' Exchange Department of Weights. The certificates of weights as issued by our department are taken at their face value, and at any time the slightest question is raised as to the correctness of the same the record of the entire handling of the car from the time of its arrival in St. Louis until unloaded or forwarded, is such that it can be readily traced and all doubts set at rest.

Under the Illinois Railroad and Warehouse Commission rules, a tare, or a dockage, of fifty pounds is allowed on cars weighing 50,000 pounds or less, and 100 pounds on cars of over 50,000 pounds in weight, in public elevators in East St. Louis and Venice, Ill., but in the mills in East St. Louis and in all elevators and mills in St. Louis the specific weight issued by our department of weights shows the actual weight of each car loaded or unloaded, as the Missouri railroad and warehouse commission laws do not admit of any dockage.

Since the establishment of the bureau the number of cars looked after have materially increased each year, and last year over fifty thousand cars were unloaded and loaded. Of over 35,000 cars unloaded over 11,000, or 31 per cent of the aggregate number, were found to be in bad order or not properly sealed. The work of the department so far this year shows a marked increase over that of the previous year.

There is another feature of our market which we regard as a most important one, and that is that every car of grain consigned to St. Louis or East St. Louis is inspected on the hold track on arrival, which inspection is final, except in cases of cars that are found to be what is technically known as "plugged," or loaded irregularly. This is an advantage to shippers to the St. Louis market, for at some of the other markets the cars are not inspected until arrival at point of unloading, which not infrequently requires many days' time on account of switching facilities, thereby increasing the possibility of additional deterioration in quality while in the car, which loss, of course, must fall on the shipper.

W. C. Goffe of the Kansas City Board of Trade then read a paper on "The Southwest."

The committee to which was referred the report of the executive committee made the following report, and in connection therewith offered the resolution contained in the report.

In accordance with the report of the executive committee, we recommend that the officers of the Association take such action as in their judgment seems best to secure uniform crop reports; also proper legislation as may advance the general interest of the grain trade, and respectfully suggest that all those matters contained in the report of the executive committee receive careful consideration and proper action.

While we deem it inadvisable to increase the membership dues at this time, we appreciate that ample revenue is indispensable to the success of the Association, and, therefore, recommend that the officers be given authority to make such an increase if in their judgment, such action is necessary after collection of the July dues.

We recommend that the Constitution and By-laws that have been in effect pending ratification at this meeting be amended as follows:

Article III of the Constitution, Section 3 and that the same shall read:

"Section 3.—Affiliated Associations, not herein-after excepted, shall be entitled to representation in the meetings of this Association in the following manner: One delegate for each three members and who shall be entitled to one vote provided such delegate is present in person."

And, we further recommend that the Constitution and By-laws be adopted as amended.

In view of the fact of our having found it inadvisable to recommend an increase in the annual dues, we doubt if the Association can carry out the project of the monthly bulletin. We, therefore, recommend that this matter be left to the discretion of the officers of the Association and if they find that their finances will permit of giving this bulletin a trial, that they have the power to act in the matter.

Mr. Grimes: I move you that it is the sense of this convention that the organization does not issue a journal of any description. I feel that this organization owes a great deal to the journals that are already being published so ably and to a certain extent in the interests of the organization. Each and every one of them publishes the news, and I believe that every up-to-date grain man in the United States is a subscriber to one or more. It is my opinion that it would be an injustice to circulate a journal of any description gratuitously to the members of this organization. In years gone by this Association depended entirely upon our journals for securing its membership. They worked nobly and well for the organization that is a credit to-day to its members, and I feel that it would be wrong now to take any of the glory out of their hands. That was my object in making the motion, and I hope that we may have some other expressions on the subject.

Mr. Washer: It seems to me that the remarks of Mr. Grimes are to a certain extent taken in very good point. I think that the suggestion of Mr. Goemann and of the executive committee is an excellent one to this extent, that it is valuable to the trade at large everywhere to receive information in reference to the doings of the National Association, and I believe that such information regularly received by the trade would be conducive to the interests of the National and other associations. But with Mr. Grimes I believe that the grain trade is blessed with better trade journals, take them all together, individually and collectively, than any other line of trade with which I am familiar, and I believe that each and every one of those trade journals would be willing to give whatever space might be required for the publication of any news germane to the work of the National Association. As the journals certainly work for the interests of the trade at all times, I do not believe we want to enter into competition with them either directly or indirectly, but rather that we should ask them to still more heartily co-operate with us. I am heartily in favor of Mr. Grimes' motion.

Mr. Bradford: I heartily concur in what Mr. Grimes and Mr. Washer have said. I think we owe a great deal to the grain papers. They have never yet refused to publish anything that I have sent them in regard to the grain trade, and for us to go into competition with them—even though we do not take any advertisements, if we took the subscribers away from them, it would ruin their advertising. As a business man I do not believe we can afford to do that. Again, I am afraid the expense would be more than we anticipate, and we would probably have to have an editor or assistant secretary to conduct it. I think the matter ought at least to be deferred another year; therefore, I am heartily in favor of Mr. Grimes' motion [which was carried].

On motion of Mr. Tyng, the report as amended was accepted.

The report of the arbitration committee was then read by Mr. Gerstenberg of Chicago, as follows:

The arbitration committee desires to submit the following report of their official actions for the year just ending:

Within that time there have been submitted for our consideration five cases, all of which were carefully reviewed by the entire committee and judgments rendered and awards made in favor of the plaintiffs in four instances, amounting to \$781.99, and in one instance in favor of the defendant in the amount of \$79.40.

There have been several cases filed with our secretary, but they were either settled through his office or by the parties themselves before the files were completed and the cases presented to the committee. We have earnestly endeavored to weigh carefully and judiciously all the evidence submitted in each and every case, and made our decisions in accordance therewith to the best of our knowledge and belief.

We find in three of the cases which were reviewed by the committee the differences arose on account of the grain being delayed in transit, and the question of responsibility had to be determined. It would seem to the Committee that many disagreements and causes for honest difference of opinion, and possibly litigation, could be avoided if both parties at interest would be more particular in tracing their shipments while in the hands of the railroad companies. One of the cases was a question of shortage in weights, which could only be decided by the committee on the preponderance of evidence.

We believe that great good to the trade in general could be accomplished by the arbitration committee of the Grain Dealers' National Association if the people would more generally avail themselves of its benefits.

Mr. Gerstenberg: Possibly a supplemental report would be in order, though I make it to you without having written it. I desire to state to you gentlemen that this is a lovely piece of work. It is something that the parties who have been chosen by you as arbitrators have taken up for love of the cause, and I can assure you on the word of a man that I never met finer gentlemen than the gentlemen I met while serving on this committee. I have found them true. Believe me when I say that we have not always agreed. We gave and we took, but we came to you with a report on every case that came into our hands. I have served now on this committee for four

years. At no time has any of this work been neglected, neither have we pushed it aside. They have had honest differences—we are bound to have those—but we come with a verdict for the Association.

Now in addition we have taken a great deal of pains in drawing these answers up in such a way that they could be clearly understood by the trade, and yet an apology is due you when I say we have not in all cases put these in as good form as we might have done; but unfortunately we are not judges; we are common, everyday business men. A proposition may come to us when, if we were able to say yes or no, it would be an easy matter; but coming in the way they do, you can readily realize the task is not an easy one. I do not know what the Association is going to do in the future, but I am an advocate of broadening the scope of the arbitration feature of the Association, believing that there are men in this Association fully competent to fill the position, and by giving us more members on the committee you will have more missionaries. With this I close, hoping that your new arbitration committee can come to your convention next year with the record cleaned up, as we are this year, without a case on hand.

Mr. McCord: I move that the report be accepted, and that a special vote of thanks be given to the three gentlemen who have so ably served us. We know what such services are worth. I have been on a committee in Ohio performing similar services, and they have done great work for the Association, and we cannot express ourselves too strongly in thanking them for what they have done for us.

The motion was unanimously carried.

Mr. Grimes, chairman of the resolutions committee, announced that that committee was ready to report. Whereupon the following resolutions were presented by the committee, and adopted seriatim as read:

#### RESOLUTION OF RESPECT.

The organization is called upon to chronicle the death of Mr. J. J. Coon of Toledo, Ohio, being the only member reported to the committee on resolutions as having died in the past year. Be it

Resolved, That in the death of Mr. Coon this Association loses a valuable member—one who was ever ready to lend his assistance, both financially and otherwise to its welfare, and the sympathy of this Association is extended to his family. Be it further

Resolved, That a copy of these resolutions be forwarded to the family and to the Toledo papers, and spread upon the minutes of the Association.

#### RESOLUTION OF COMMENDATION.

Your committee on resolutions realizing that we are to lose from the head of the organization our worthy president, Mr. M. F. Dunlap, desire to express to him our sincere thanks on behalf of the Association for the very able manner in which he has at all times conducted the affairs of the Association. His genial disposition, even temper and ability have been demonstrated in all his actions, and assisted largely in conducting the business of the Association.

#### MODIFICATION OF CAR SERVICE RULES.

Whereas, The prompt movement of freight and an efficient railway service are among the most important features of the grain trade; therefore, be it

Resolved, That a committee of three be appointed from the Grain Dealers' National Association who shall invite the secretary of the National Hay Association and the secretaries of the several state grain associations to act with them to represent the grain and hay interests of the United States, and invite the managers of the transportation companies to join them in a conference relative to the modification and application of car service rules, and the adoption of such measures as will facilitate a prompt movement of freight, and in such a manner as shall be fair, equitable and just to all parties concerned. Said committee to meet as soon as practicable in joint conference and take such action as they deem expedient and report progress during the coming year to the secretary of the Grain Dealers' National Association, and result of the year's work to the next annual convention.

#### THANKS TO THE CHICAGO BOARD OF TRADE.

The invitation to the Grain Dealers' National Association at Chicago having been extended by the Chicago Board of Trade, we desire to express to them our very hearty appreciation of the manner in which they have endeavored to and carried out the welcome that is characteristic of them on all similar occasions. Individually and collectively the members have used every effort to make our stay pleasant; and we will leave Chicago carrying



with us the memories of the very pleasant time they have given us.

We desire to extend thanks to Mr. George F. Stone, the efficient secretary of the Board, for the very cordial address of welcome that he extended to us, and to say that his promises have more than been fulfilled.

The chair called for the report of the committee on uniform confirmations, and Mr. Dennis, chairman, stated that the committee had no report to make at this time, but suggested that the chair name a committee to consider the matter of uniform confirmations for the ensuing year.

Mr. McCord, chairman of the auditing committee, reported that the auditing committee had checked the books and vouchers of the treasurer up to June 4, 1906, and had found same to be in accordance with the statement of the treasurer. Upon motion of Mr. Tyng, the report was received and placed on file.

The President: We have the honor of having present with us this afternoon Mr. E. P. Bacon of Milwaukee, with whom you are all acquainted. He has been and is a great worker, and he will now address you.

Mr. Bacon spoke as follows:

Mr. President and gentlemen: It is occasion for great congratulation that the legislation which has been sought by this organization and numerous other commercial organizations of the country for the amendment of the interstate commerce act, giving the Commission some power to enforce its decisions and its orders, has finally been brought very nearly to completion. The struggle has been a long and a desperate one, with all the railway influences in one solid phalanx brought to bear against it, not only in Congress in both its branches, but throughout the country, through the press and through employed public speakers, and through every other possible avenue of access to the people and to their representatives in Congress.

No one realizes so fully as those who have taken part in the effort to promote this legislation the intense effort that has been made by the railway interests in every conceivable manner to prevent its enactment, not only by means that everyone is entitled to exercise, but by means which appear to me at least to have been anything but reputable. However that may be, it may be of interest to this assembly to know that the railway companies organized a complete system for the working up of public sentiment throughout the United States in opposition to this legislation, about a year ago when it became evident to the railway interests that the legislation would very likely be successful. Bureaus of information, so-called, were established at various important points throughout the country for the purpose of distributing such literature and disseminating information in other ways on behalf of the railway side of the question, which probably has never been equaled in this country, and an expenditure of money has been made by the railways for carrying out this purpose which has been authentically stated to have amounted to upwards of two millions. The manager in charge of one of these bureaus established in Chicago, stated in a public communication that he had himself expended over a quarter of a million dollars in the section in which he operated. The press of the whole country has been beset with requests and with promises almost without limit during the past year, but I am happy to say that they have been almost invariably resisted. The position of the press of this country has been elevated in my estimation more during this contest that has been going on during the past year than by anything else that has ever come under my observation. We who have been in the forefront in promoting this legislation were told that the press of the country was arrayed, or would be arrayed, against us. We feared that it would. We nevertheless proceeded without regard to it, believing that public opinion, rather than the money of railway corporations, would control the press, and we found that to be the case. Ready-made editorials have been furnished to the editors of the newspapers throughout the entire country, and they have been continuously supplied with such matter from week to week and from month to month throughout this campaign; and the most of it, to my certain knowledge, has been consigned to the waste basket. A few papers, to be sure, have yielded to this pressure, but the wonder is that so small a proportion should have done so. I had occasion not long ago to ascertain definitely to what extent the press of the country was supporting this movement, and obtained newspaper clippings for that purpose, in order that I might have the actual facts in the matter. That was shortly after the Interstate Commerce Law Convention, held here in Chicago in October last, and I found that out of 400 newspapers with whose editorials I had been furnished, 320 were earnestly and ardently in favor of this legislation, and came out with repeated editorials every few days, and sometimes day after day—repeated editorials in favor of the legislation. That shows clearly that the press is entitled to the encomium which I a few moments ago accorded to them for their attitude. I also desired after the passage of the bill by the Senate with its amendments to ascertain the sentiment of the public press in relation to the bill as it had been amended by the Senate, and to my surprise I will say that with only one or two exceptions, possibly three, out of

several hundred newspaper clippings which I have received since that time—I should say that there have been two or three exceptions out of several hundred—the newspapers have all expressed their approbation of the legislation as it has been enacted and their desire that this shall be considered and treated only as a beginning in legislation of this character. This includes many papers, to my surprise, that have been heretofore arguing against it. Several prominent papers in New York and elsewhere that have been strenuous opponents of the legislation from the beginning of it up to the present time have now acknowledged that the legislation is desirable, and state their gratification that it has come so near to being enacted.

You will be interested probably as members of this Association to know that it was this Association that passed the first series of resolutions in favor of this legislation, which was done at its meeting in Des Moines in 1901. And I have a copy of those resolutions with me which you may perhaps be interested in hearing. They are old now, to be sure, nearly five years since they were passed, but it will be a satisfaction to you to know that you, gentlemen, or you who then constituted the membership of this organization, fired the first gun which was heard in Congress on the subject:

"To the Senate and House of Representatives of the United States Assembled in the Fifty-seventh Congress: The Grain Dealers' National Association in convention assembled, at the city of Des Moines, Iowa, on the 3d day of October, 1901, does hereby respectfully memorialize your honorable bodies to enact into law such amendments to the existing Interstate Commerce Act as will effectually remedy the defects that have been found to exist therein, and will insure its proper enforcement in the protection of public interest in relation to transportation, and yet will in no way impair the just rights or privileges of common carriers.

"It is the belief of this convention that the present law has been rendered practically inoperative by recent decisions of the Supreme Court, and that the public is without redress from unjust and unreasonable exactions and discriminations on the part of common carriers.

"Your petitioners, therefore, earnestly pray that your honorable bodies will give the subject the consideration which its great importance demands, and provide speedy relief to the public by the enactment of such amendments to the law as will give it full force and effect.

"The foregoing memorial to Congress was unanimously adopted by the Grain Dealers' National Association in convention, at the place and date above mentioned."

The adoption of these resolutions was followed also by the convention at its meeting in Minneapolis in 1903 and at Milwaukee in 1904, and they have no doubt had their influence on other organizations throughout the country which have taken action in bringing about this legislation. It has been a long siege to bring about this legislation. I speak of it as being brought about because it seems now so certain that it will be, that it is on the verge of being brought about, and we may regard it as practically accomplished.

The question arises: What has been accomplished? What have we got after all this exertion and labor? I wish to say, gentlemen, that I regard the bill as it has passed the two houses of Congress, and particularly as amended by the Senate, as the most important legislation that has been enacted in the United States since the Civil War. It has gone much further than we who have been working to bring it about during this period of six years past had any idea of accomplishing at the time we commenced our work. It has been our constant aim in promoting this legislation to restrict the bill to one or two vital points, in order that those points might be enacted into legislation, and might not be defeated by the inclusion of other points which, while important in themselves, are far less important than the chief points which we have sought. And it has been a source of great gratification to us to see the successive bills, which have been introduced in Congress one after another, each of them covering more and more ground, and finally, after having passed the House of Representatives last winter and then again this winter—having passed the House of Representatives last winter with additional provisions to those that we sought—and having passed the House again this past winter with still further improvements in favor of its effective operation, and then when taken up by the Senate, where we feared we might be defeated—where, in fact, many had little if any hope of accomplishing anything—that it has gone still further and added provisions to it which are of very great importance and which have been ratified now by the committee of conference and hence are sure to be enacted in the bill when it finally passes.

So, I say, we have been greatly gratified with the progress that has been made, while it has been in course of legislation and when finally accomplished we shall feel that it has been a great piece of work. Senator Cullom recently stated, I observe, in an interview in relation to the bill as it passed the Senate, that if anyone six months ago had predicted that the bill which passed the House would pass the Senate, and if they had gone further and said that additions would be made to it to give it greater effectiveness and broader scope, they would have been simply laughed at. He expressed his own astonishment, as a member of the Interstate Commerce Committee of the Senate, that the bill, not only as it came from the House, had passed, but that the Senate, the very body that everybody feared would turn the bill down and prevent the enactment of any legislation on the subject, had gone to work and added to it and made it stronger and more comprehensive.

This shows, gentlemen, that the power which controls Congress is public sentiment; that the dominant force in legislation is public opinion. That opinion, that sentiment, has been brought to bear upon Congress as it has not been done with respect to any piece of legislation which has been enacted, certainly during the past ten years. And the value of that achievement, of that demonstration, proving that not only the House of Representatives, which is supposed to be the nearest, and is the nearest to the people and more inclined to fall in with popular sentiment, but that the Senate also, which is regarded as the bulwark of the special interests of this country, must yield to this pressure of public sentiment in relation to legislation. I say that that is one of the most wonderful developments that has come out of this effort, and it is something to give us courage and to convince us that whatever legislation we may deem desirable as citizens of this republic may be secured by uniting our voices in expression to Congress, in a desire for legislation, with the assurance that that desire will be gratified.

It is not only the act itself, it is not only the control that the government has thus obtained over railroad corporations—or will have obtained—but the demonstration to the citizens of this country that it is the voice of the people that controls Congress instead of the voice of, special interests, or the voice of the corporations.

I suppose that no set of men was ever more surprised than the railway representatives of this country when it became evident, a little over a year ago, that the so-called Eek-Townsend bill was going to pass the House by a large majority. They were thunderstruck to find out that they had lost control of Congress, particularly of the House of Representatives, in which they had taken pains in many, many instances throughout the country to secure members of their own way of thinking, and had done so especially during the previous two years, but when it became manifest that they had lost control of that body, as I say, they were thunderstruck, and still more so now that they have found that they have lost control of the Senate.

The fact that this legislation should have gone through both houses of Congress with only ten opposing votes in the two houses is one of the most remarkable things that ever occurred in the history of this country. Only seven opposing votes in the House, out of 386 members—only one in fifty opposed to it, and in the Senate only three opposed to it, a vote of one out of thirty. That such an overwhelming vote should be given to a measure of this kind that has received such opposition and has met with such resistance from all the monied interests of the United States is a most astonishing and gratifying fact.

Now, as the results of this, I wish to say that the discussions which have been going on in the Senate in relation to what is called judicial review of the acts of the commission have resulted in a confusion of the public mind in relation to the act as it now stands. For myself I am greatly gratified that the provision in respect to judicial review has been adopted, because it will give to the railway interests a feeling that if any injustice should be attempted on the part of the Commission they will have in the courts a sufficient protection through judicial review that has been provided for. This judicial review is much less than that which was included in previous bills prepared under the direction of the committee which I have the honor to represent. In two or three successive bills that were prepared for your committee, the most complete judicial review was provided for, not only as to the lawfulness of the acts of the Commission and the constitutionality of their action, but also with respect to every detail in regard to the rate, its reasonableness and its justice. Under this present rule the subject is submitted to the court only in a general way, and in my judgment, after the discussion that has taken place in relation to it, the court will never go into anything in regard to the orders of the Commission beyond the question whether the rate operates as a confiscation of the property of the railway company and operates to such an extent toward confiscation as to deprive them of just compensation for the use of their property. That, together with the question of whether the Commission in its act is exceeding its authority, will constitute the limit to which the court will go. That I find to be the opinion of some of the best legal talent of the country. But in some of our previous bills we provided for the most extensive and complete judicial review of the action of the Commission. As it now stands I feel that shippers are placed on a full parity with the carriers; that we are not to go before them in the future, as we have in the past, on our knees, asking for some concession in rates, which they may grant to us or not according to their arbitrary will, but we go before them with a request for a concession in rates with the knowledge on their part that if that request is just and honest we have a power behind us to which we can appeal that will force them to give us that rate. The result of that will be that we will generally receive such concessions as we are really entitled to. We have completely reversed the situation—the relative position of the railways and the public. The railways heretofore have had the matter wholly in their own hands, with perfect freedom to do just what they choose and with no recourse on the part of the shipper for any injustice that they may choose to inflict; whereas, now we stand on an equal footing with them, to go to them and ask for what we feel is necessary, and if it is not granted we can go to tribunal that will say whether we are right



or not in the request, and if right have the power to enforce it.

That, I say, is a wonderful achievement, and that is the thing that is going to give us satisfaction and compensation for the effort that has been made in securing the enactment of this legislation. The positions are completely reversed. The shipper now, after bringing a case before the Commission and getting a decision in his favor, does not have to go to the courts and ask the courts to enforce the order of the Commission, but it is just the opposite. The railways are the ones that have to go to court. The Commission makes its order after investigating the case, makes its decision, and that decision goes into instantaneous effect, and the only way that the railways can help themselves is by going themselves into court and showing that that rate is unjust and unreasonable and that it is misappropriation of their property without due compensation. That is worth every effort which has been made, and that is the particular thing that this committee which I represent has sought to urge and press from the beginning, and has been determined from first to last to be enacted, whether anything else was contained in the law enacted or not. For myself as chairman of that committee, I can express my unbounded satisfaction with that law as it now stands, and as it is likely to be enacted, and no doubt will be in the course of a very few days. I thank you very much.

Mr. Rumsey: I ask the privilege of moving a vote of thanks from this organization for the great work which Mr. Bacon has performed as chairman of the committee, and for his remarks and explanations of the situation in regard to the rate regulation.

Mr. McCord: I wish to second that, and I wish to say, in doing so, that the grain and hay men who have kept track of the work of Mr. Bacon know that without him this legislation would not have been as near an end as it is today. Mr. Bacon is the man who has brought it about, in my estimation. Of course, he has had assistance, but he has given his time and money, and it has been a source of wonder and surprise that he has stood up to the work as well as he has. I take great pleasure in seconding the motion.

Mr. Rumsey: I want to say in addition that this Association does not begin to appreciate the work this man has done. He has stood up for five years for this legislation in the face of opposition from all points. He has been insulted and I am sorry to say he has been insulted by our own congressman. But Mr. Bacon, regardless of all insult and opposition, has never halted for one moment. His record is beyond reproach, and one that men in all lines of business can be proud of. And the young men particularly of this organization should study Mr. Bacon's history, his work and the way he has handled his business, publicly and otherwise. His work along this line for five years, added to the work he had done for many years in a business life, will go down in the history of this organization as a standard to be emulated by future generations.

The motion to extend to Mr. Bacon a vote of thanks was thereupon put and unanimously carried by a rising vote.

Mr. Bacon: Mr. President, I wish to thank you and the gentlemen present for their very kind expressions, and I must say that they go very much further than is really warranted by the facts. Nevertheless, I am very thankful for your appreciation of my labors.

The President: I do not think that anything that has been said by Mr. Rumsey was exaggerated, and we feel in our hearts the expression of thanks which we tender Mr. Bacon by this motion. Is there anything under the head of new business?

Mr. Gerstenberg: I move you that the president have power to appoint additional members on the committee for arbitration. I believe that the work of the arbitration committee has come to a division of ways. I will have to admit for myself—and I speak for myself only—that I have not been competent to judge disputes arising in some transactions between railroad and grain men. To give you a little better idea of the point I wish to bring out, we had before us a case of arbitration relating to fees in regard to American products which were exported to England and from England into Germany. In this

arbitration I have to admit that it was an interesting study to learn what a German mark was and to study German weights and English weights, and it struck me as a case of such great importance that I began to realize that this kind of question should be handled by men well posted in adjusting disputes arising in the feed business. We have feed dealers throughout the country who are not members, and in my experience and acquaintanceship with some of them they would like to belong to the Grain Dealers' National Association, but they will not become members because we have no arbitration board covering that subject.

The President: It is not necessary to make that motion, as the board has authority to appoint that committee, and I know of my personal knowledge they intend to do so.

I wish to say before we receive the report of the nominating committee that I want to express my thanks to the convention for the patience they have had, and for the orderly conduct of the mem-



WALTER FITCH.  
President of the Chicago Board of Trade.

bers, and the harmony that has prevailed. I want to say to you that we have done much during this convention. We have listened to a great many papers, read at this convention, which have been carefully prepared. It has taken days to prepare them, and it behooves the grain dealers of this country to read these papers as they are published in the grain journals. If you do this you will be wiser, better acquainted with the general trade, and better qualified for your work of the coming year. Don't undervalue the papers that have been read in your hearing. Then, the committee work of the convention has been thorough, it has been harmonious, and, so far as I can see, it has been good, and these committees, by their work and you by your acceptance of it, have planned for great things to be done during the coming administration. As we go to our respective homes we can feel that degree of assurance in the work of the coming year that we could not feel last year at Niagara, and that we may realize a development in the future of an organization which will be complete and effective in coming years to remedy the evils that the grain dealers suffer from, and to stay the hand of that corporation, railroad or otherwise that would legislate or act against our interests.

We will now have the report of the last committee, as you have signified there is no more unfinished business or new business—the committee on nominations.

The report of this committee was presented by Mr. Morgan of the committee, who recommended the election of the following officers:

President, H. L. Goemann, Toledo.

First vice-president, Chas. England of Baltimore.  
Second vice-president, W. S. Washer, Atchison, Kan.

Directors (two years)—A. E. Reynolds, Crawfordsville, Ind.; J. W. McCord, Columbus, Ohio; H. I. Baldwin, Decatur, Ill.; G. L. Graham, St. Louis; A. R. Sawers, Chicago. For one year: D. Hunter, Hamburg, Iowa; L. A. Morey, New York City; Chas. D. Jones, Memphis; W. G. Goffe, Kansas City; Buram House, Perry, Okla.

On motion of Mr. Grimes, the rules requiring the election of officers by ballot was suspended, and the gentlemen named in the report were declared the officers of the Association for 1907.

The next thing in order was the installing of the officers, but as Mr. Goemann was absent the chair said: "Well, I could say a great deal for H. L. Goemann, but I would be simply voicing the sentiment of everybody present, and it is not necessary for me to make any remarks. I will say for myself personally that it was a credit to this Association to compliment that man for the work he did in the past year by putting him at the head of the organization, and thereby secure his further efforts on behalf of the Association for the coming year."

The newly elected vice-presidents being escorted to the platform by Messrs. Grimes and Morgan, in accepting the office to which he had been elected Mr. England said:

A year ago, when you honored me by electing me your first vice-president, I did not think that I would deserve a re-election. Your by-laws provide that the vice-president shall only act in the absence or disqualification of your president. During the past year your president was never out of the harness, and, therefore, your vice-president was not given an opportunity to make any mistakes, and I take it that you have re-elected me because I have made no mistakes.

I think you have been wise in electing Mr. Goemann as your president. He is a man of great ability and earnestness, and I am sure that our Association will go forward in the coming year proportionately as it has done in the past, and that your vice-presidents will not have any opportunity during the coming year to make mistakes, because the president will attend to things in a proper way himself.

Mr. Washer, as second vice-president, said:

By the token of Mr. England's remarks, I have been chosen because, by the system of the race horse winning third money, I could not possibly get the chance to make a mistake. I wish that it were possible for me to express to the members of this convention the interest that I feel in this Association and its importance to the grain trade of the country. We have had a prosperous year as a National Association. Mr. Dunlap yesterday in prefacing his remarks saw fit to say that he believed that he was chosen as a mere figurehead. There is no man in this room that would dare say that but Mr. Dunlap himself, and in self-depreciation. I want to say to you, gentlemen, that the earnestness and sincerity and honesty of purpose of Mr. F. Dunlap in promoting the interest of this Association have contributed largely to its welfare, as well as the earnest and hard work and application of Mr. Goemann and Mr. Courcier. For myself, I am pleased to be connected with this Association in any capacity. To be connected with men of such large interests is an honor indeed, and I only hope that this Association during the next year may reach the full scope of its ability of usefulness.

Mr. Gerstenberg's remarks in reporting the work of the arbitration committee should in themselves be an inspiration to the members of this Association for potent work for the future. If you will absorb within your own minds the idea that the work of this arbitration committee alone has been in itself worth all the financial contributions that you have made to it—not only for those who have had the necessity to arbitrate, but for the moral influence that it has had—you could conceive the greatness and potential power of this Association. I hope it will grow greater and greater, and that each and every member of it will give his active work, hearty sympathy and earnest co-operation in assisting toward that much desired end. I thank you, gentlemen.

Mr. McCord extended an invitation from the Ohio Grain Dealers' Association to attend its twenty-sixth annual meeting at Put-in-Bay on July 5 and 6.

Mr. Morgan of Pittsburg did the same on behalf of the National Hay Association, which will hold its meeting at the same place, beginning July 1 and lasting until noon of July 5. "Those of you," he said, "who handle hay will find it profitable from a business standpoint to be with us; those who do not will find it pleasant socially."

Mr. McCord moved that a vote of thanks of



this Association be extended to Mr. John B. Daisch for his efforts in our behalf. Mr. England heartily seconded the motion, which was adopted by a unanimous vote.

Secretary Strong of the Illinois Association extended an invitation to attend the thirteenth annual meeting of that association at Peoria.

There being no further business, the convention adjourned sine die.

#### BANQUET BY THE BOARD OF TRADE.

The banquet given the Association by the Chicago Board of Trade was the climax of a most successful meeting, and, perhaps, the finest function ever prepared for the National Association. The large banquet hall of the Auditorium was

Following the banquet came the speeches of the evening.

Hon. James H. Eckels was the first speaker, his theme being "Over-Legislation." In a very few words, his speech was a plea for a return to the traditional American doctrine that "the best government is that which governs least"—Jeffersonian in origin, but generally admitted, to a degree at least, by all ante-bellum statesmen. "It formerly was the boast of the American people that this is a nation of few laws; but now the teachings of various irrational and ill-founded doctrines have caused us to drift away from that idea. We now stand conspicuous before the world as a people of many laws and regulations. We are drifting into what might be characterized as

ness of the people ought to be approached with great caution and with the fear lest it should depart from the traditional policy of preserving the liberty of the people."

Hon. W. J. Calhoun followed with an address on "Relations of Commerce to the State." Whether so intended or not, it was in matter a reply to Mr. Eckels. Mr. Calhoun, while deprecating, like Mr. Eckels, our tendency toward hysteria in legislation, as a result of a national social restlessness that has deeply affected the relations of employer and employee, sees in this trend toward centralization of government but a natural evolution. The old days of the Republic, with their simple, sound system, are gone, and out of the complications of the present has come the clamor for control and



SCENE AT THE BANQUET GIVEN THE NATIONAL ASSOCIATION BY THE CHICAGO BOARD OF TRADE AT THE AUDITORIUM HOTEL.

used on this occasion, which, as the picture herewith shows, was well filled with guests. The menu was as follows:

Little Neck Clams	Martini.
Cream of Asparagus, Comtesse	Claret.
Relishes.	
Paupiette of Sole, Dieppoise.	
Parisienne Potatoes.	
Tenderloin of Beef, Pergordine.	Sauterne.
Stuffed Green Peppers.	
Sorbet au Marasquin.	
Roast Squab au Cresson.	
Lettuce Salad.	
Biscuit Tortoni.	
Assorted Cakes.	
Rocheport.	Brie.
Coffee.	Cigars.

There was the stringed orchestra and two male voices, who rendered popular songs, in many of which the audience joined.

an age of clamor. I am aware that there are immoralities in business, but I venture the assertion that there is nowhere to be found a people with more integrity and honesty than we. Those who hold us up to the eyes of the world as unworthy of confidence have less patriotism than those they criticize."

Having condemned in strong terms the legislative tendency of the times to inject the power of the government into every man's business by those who have not a dollar interested, he said:

"The government ought to have only two or three main objects in view: 1. The maintenance of the credit of the nation. 2. The collection of sufficient revenue. 3. The maintenance of peace and good order. When the government, through its various departments, meets these requirements, every attempt to interfere with the private busi-

regulation of all social and commercial affairs, for which corporation abuses of power are in part responsible. Speaking to one object of this clamor, Mr. Calhoun said: "There is a clamor for a uniform divorce law, for government ownership of railroads, for an insurance law, and for the rate regulation bill about to be passed. I stand for reasonable rates and for equal rates to all. I sometimes think the fear of the people is exaggerated, and that the fear of the roads is exaggerated. You have a right to what you can get by superior genius, industry or capital. But you ought not to have any greater rights in the necessities of life or in the use of the great highways of travel than your brother."

Hon. G. C. Blackstock, K. C., Toronto, followed with a witty, and in every way brilliant, speech on "Canadian-American Reciprocity." The speaker



briefly reviewed the history of the subject, showing first the blunder in the Declaration of Independence which drove the Canadians away from the original confederation of the Colonies; how happily the reciprocity treaty in force from 1854 to 1866 had acted upon the trade of both countries; and then the miserable record of the repeated rebuffs of Canada by our own government at each and all of the several attempts by Canada to negotiate a new treaty to take the place of the one abrogated by the United States government. Mr. Boutwell, in scotching the first of these efforts, urged such action on the ground that it would force Canada into the Union. In fact, the American policy has simply been the making of Canada, which to-day is so strong, commercially and otherwise, that if any reciprocal treaty is hereafter negotiated and entered into, the initiative must come from this side—Canada will never appear again at Washington as an applicant for any favors.

#### THE MACHINERY EXHIBIT.

The machinery men were in evidence as usual, doing, as one of them put it, missionary work among the grain men.

One of the centers of attraction was room 644, where Willard B. Smith, one of the Chicago representatives of the Richardson Scale Company, had in operation a perfect working model of the Richardson Automatic Scale. An electric motor supplied the power and a stream of fine sand was continuously elevated into the hopper and dumped at the proper time, the miniature scale working with all the precision of the standard machine.

George J. Noth, representing the Invincible Grain Cleaner Company of Silver Creek, N. Y., in the Central States, had a model of the Invincible Company's Improved Needle Screen Gravity separator in the ante-room of the convention hall.

The Appleton Car Mover Company, Appleton, Wis., was represented by J. T. Baucom, who had a number of "life-size" Appleton Car Movers on exhibition. The delegates showed considerable interest in this device and Mr. Baucom was kept busy explaining its principle of operation.

Two of the popular men at the convention were F. M. Smith, of the Huntley Mfg. Co. of Silver Creek, N. Y., and G. T. Burrell of the Burrell Engineering & Construction Co. of Chicago.

George Beyer, former secretary of the Illinois Grain Dealers' Association, and well known in the western grain trade, announced a new departure to his friends. He is now sales agent and general manager of the McLoud Automatic Scale Co. of Peru, Ill. This company has taken over the patents of the McLoud Automatic Scale, formerly manufactured by McLoud Brothers at Marietta, Kan. The new company, of which Mr. Beyer is at the head, has purchased a suitable building and will push the sale of their scale energetically throughout the grain and milling field.

C. D. Peck was kept busy explaining the merits of the Union Automatic Scale, manufactured by Fairbanks, Morse & Co., and a scale was in operation at the office on Franklin and Monroe streets to dealers who were interested in the automatic Scale proposition.

#### NOTES OF THE MEETING.

Insurance interests were looked after by C. A. McCotter, secretary of the Grain Dealers' Mutual Fire Insurance Co. of Indianapolis, Ind., and Edward Dinsley and H. Stanbery, of the Millers' National Insurance Co. of Chicago.

Fred Mayer bought bouquets of sweet peas for the ladies in attendance and narrowly escaped highway robbery from a sweet bunch of girl graduates of a musical college next door, where the annual commencement was taking place.

Badges were not so much in evidence, the most attractive being that of the Grain Dealers' National Mutual Fire Insurance Co., the Chief Grain Inspectors' National Association and St. Louis delegation. The official badge was gold letters on white silk, "Tenth Annual Meeting Grain Dealers'

National Association, Chicago, June 4 and 5, 1906."

C. G. Egly of Berne, Ind., remembered his friends with a useful gift, and Erich Picker of St. Louis distributed memorandum books.

To get "wise" it was only necessary to smoke the "Our Boy Solomon Cigars," distributed by John C. Keller with C. A. King & Co. of Toledo.

To enumerate the joys of the headquarters of the St. Louis delegation would require considerably more space than a paragraph, and more time than writing one. Daniel P. Byrne and Erich Picker welcomed the guests and they were then taken "in hand by Jimmie Connor and others and introduced into the mystic shrine of southern hospitality, of which the principal emblem was three coons and a ladle. And all the time there was music and an autograph album to write your name in, and plenty of St. Louis delegates to tell you what a great big market St. Louis was getting to be anyway.

A party of friends was entertained by Rosenbaum Brothers on Monday afternoon. As guests of Messrs. Vehon, Waitzman, Schuster and Butz they were first dined at the Kaiserhoff and then taken in automobiles about some of the prettiest drives in the city, stopping at the Bismark Garden and ending at Sans Souci for evening dinner. Afterward there were some good speeches by Toastmaster Fred Mayer of Toledo, the Rosenbaum representatives were all heard from, also James McCaffrey of Pittsburg, A. K. Taylor and J. A. Mander of Milwaukee and others. After Sans Souci a trip was made to White City and then back to Chicago.

#### THOSE WHO WERE PRESENT.

The following named gentlemen were those whose names appear on the official register:

State Secretaries—F. W. Strong, Pontiac, Ill.; Geo. A. Wells, Des Moines, Iowa; J. W. McCord, Columbus, Ohio; M. G. Ewer, Detroit, Mich.; J. J. Quinn, Minneapolis, Minn.; J. M. Brafford, Indianapolis, Ind.

Baltimore—Charles England, Charles McDonald, John M. Dennis, J. Frank Riley, F. M. Smith.

Boston—J. E. Southworth, Geo. F. Reed.

Buffalo—M. Percell, O. A. Bruso, John D. Shanahan, W. B. Gallagher.

Cincinnati—H. H. Hill, D. B. Granger, Alfred Gowing, C. S. Emerick, A. C. Gale.

Cleveland—Chas. G. Clark, V. S. Nigh.

Indianapolis—E. W. Bassett, B. B. Miner, Bert A. Boyd.

Kansas City—John R. Metzger, W. J. Graham, John W. Radford, A. D. Crofts, W. C. Goffe, G. H. Davis.

Memphis—Chas. S. Jones, E. R. Gardner.

Milwaukee—E. P. Bacon, Herman Deutsch, J. A. Mander, A. K. Taylor, L. L. Runkel, E. H. Dammun.

Minneapolis—F. M. Davis, H. E. Martin, J. H. Ribheldaffer, W. M. Hopkins.

Nashville—W. J. Miller, J. C. Bennett.

New York—L. A. Morey, W. H. Smith, T. Harry Storey, L. S. Allen, Jas. Simpson, F. L. McLean, L. W. Forbell, H. S. Pearson, B. F. Loveland, Leonard Gibson.

Peoria—R. W. Van Tassel, A. G. Tyng, A. Anderson, William Cornelison, Frank Arnold, J. H. Ridge.

Philadelphia—E. L. Rogers, Wm. J. Duffy, W. W. Walton, G. C. Woolman, J. M. Buckley.

Pittsburg—Philip Geidel, J. A. A. Geidel, H. G. Morgan, James McCaffrey, John Johnston, Elmer Guiton.

St. Louis—James A. Connor, D. P. Byrne, W. A. Gardner, Erich Picker, G. L. Graham, Eugene Smith, John E. Hall, Harry W. Daub, F. D. Woodlock, J. O. Ballard, V. M. Jones, C. F. Langenberg, Robert Napier, J. F. Anderson, Ralph Pendleton, John Dower, E. E. Nelson, F. Einisman, H. B. Bilbro, F. C. Picker, James C. Lincoln.

Toledo—Fred Mayer, John C. Keller, Edward H. Culver, F. W. Rundell, John Coup, Harry Cuddeback, H. L. Goemann, R. O. P. Walker.

Illinois—G. W. Miller, Wapella, H. E. Halliday, Cairo, H. I. Baldwin, Decatur; August Metzler, Strasburg; E. C. Boise, Tampico; W. L. Shellabarger, Decatur; H. N. Knight, Monticello; Tom Abrams, Tuscola; D. W. Burner, New Holland; L. J. Jeter, Yorkville; C. R. Mitchell, Ashmore; Edwin Beggs, Ashland; J. O. Lambert, Beaverville; R. B. McConnell, Danville; O. G. Smith, Sheldon; A. C. Durdy, Ohlman; G. E. Lewis, Bloomington; N. A. Mansfield, Elipolis; William Schumacker, Dwight.

Indiana—C. F. Nichols, Lowell; C. G. Egly, Berne; Fred B. Fox, Tipton; Geo. S. Arnold, Bluffton; J. S. Hazellrigg, Cambridge City; S. C. Lewis, Roann, John A. Rice, Frankfort; P. E. Goodrich, Winchester; C. N. Barlow, Kokomo; M. S. Conley, Frankfort; O. J. Thompson, Kokomo; C. S. Seward, Kokomo; C. W. Jewell, Hammond; C. L. Northlane, Union City.

Iowa—E. H. Tiedemann, Fondra; F. G. Landers, Decorah; B. P. Held, Ackley; Geo. A. Stibbens,

Red Oak; Sumner White, Orient; W. F. Morgan, Des Moines; C. A. Hatterschied, Corwith; J. W. Barry, Clarinda.

Kansas—F. P. Lint, Atchison; W. S. Washer, Atchison; H. E. Hasker, Atchison; P. Ballinger, Atchison.

Michigan—A. E. Lawrence, Melliken; C. E. Noyes, Jackson; John Wolcott, Mt. Clemens; Fred H. Wolcott, Romeo; C. E. Patterson, Battle Creek; W. E. Sheldon, Jackson; H. A. Dewey, Grass Lake.

Missouri—M. F. Dunlap, O'Fallon; D. W. Dunlap, O'Fallon.

Nebraska—Guy F. Briggs, Bloomfield; A. E. Severance, Bloomfield; S. M. Bray, Omaha; Geo. H. Lyons, Omaha.

Ohio—H. S. Grimes, Portsmouth; C. H. Frank, Dayton; D. R. Risser, Vaughnsville; Frank Riley, Baltimore; H. W. Robinson, Green Springs; H. Molz, Brice; W. T. S. Kile, Kileville; Harvey S. Heffner, Circleville; S. N. Snyder, Holgate; E. W. Seeds, Columbus; S. L. Rice, Metamora; R. G. Calvert, Selma; L. L. Cass, Weston.

Virginia—McHenry Peters, Lynchburg.

Wisconsin—J. F. Johnson, Racine; Robert Kurth, Neillville.

#### ANOTHER CONGRESSIONAL INVESTIGATION.

On June 5 Senators La Follette of Wisconsin and McCumber of North Dakota introduced in the Senate resolutions providing for an investigation of the relations said to exist between the grain-carrying railroads and the elevators of the middle West.

It was alleged by both senators that railroad officials own or control all the elevators at distributing points and juggle the grading of grain in such a way as to give the shippers low prices for it and sell it at high prices for their own benefit. The points chiefly complained of are Superior, Wis., Duluth and Minneapolis.

The La Follette resolution directs the Commerce Commission to investigate the so-called "grain elevator trust," with a view to discovering to what extent special favors in the form of rebates, discrimination in the matter of furnishing cars, sidetracks and elevator privileges were being granted the elevator and grain buying and forwarding business.

The McCumber resolution provides for an investigation as to other shipping and receiving points, including New York, Baltimore and the leading business centers.

The senators profess to believe that an investigation of this question "will be fully as sensational as has been the Interstate Commerce Commission's inquiry into the relations of railroads and coal-producing companies."

Senators McCumber and La Follette, in their speeches on the rate bill, both "pitched into" the Minnesota inspectors and the line companies of the Northwest. Senator McCumber's charge, which was supported by Senator Hansbrough, had for its basis the statement that North Dakota farmers suffered the loss of thousands of dollars by having their wheat graded as of inferior quality. The Minneapolis grain inspection department, Senator McCumber held, was permeated with graft, and he offered in substantiation the recent decision of Judge Sanborn, holding the Wisconsin grain inspection law to be unconstitutional. This decision made serious charges against the Minnesota inspection law. [Which Judge Sanborn has since withdrawn so far as he could without withdrawing the decision itself.] La Follette, for his part, referred to the "grain elevator trust" as one of the greatest evils of present transportation conditions.

To these charges the Minneapolis inspection department takes decided exceptions; and on May 26 Commissioner Staples said: "We are now preparing a statement and will forward copies of it to Senator Clapp and Senator Nelson with the request that they demand an immediate investigation of the charges. These accusations of late have been too frequent and we do not propose to remain silent any longer."

Senator McCumber's notions of inspection are rather hazy, but he is said to have based his charge of corruption on the testimony of a Superior grain dealer and a witness in the case of Gregory, Cooks & Co. vs. the Wisconsin Grain Commission March 22, 1906, to the effect that by



his computations 26,014,000 bushels more of wheat had been shipped into Minnesota and manufactured into flour than was reported as being received. This was for a ten-year period beginning September 1, 1892.

The said witness, one Frank R. Crumpton, in an affidavit filed with the Minneapolis Railroad and Warehouse Commission on June 1, now retracts and says he

"now knows that the original computation made by affidavit was not a true or correct statement as to the facts in many respects, though at the time that affiant made such statements affiant believed them to be true. Affiant now knows his original computation failed to take into account the following items relating to receipts and shipments of grain: First—A clerical error in original computation increasing the apparent excess of shipments over receipts by 1,000,000 bushels. Second—Stock of wheat in store in elevators on Sept. 1, 1892, of 1,554,000 bushels. Third—Stock of wheat in store Sept. 1, 1902, of 368,000 bushels. Fourth—Wheat received by elevators in Duluth-Superior harbor and subsequently shipped out to flour mills at Duluth and Superior from Sept. 1, 1892, to Sept. 1, 1895, amounting to 30,686,000 bushels. Fifth—Amount of correction that should be made in number of bushels of wheat used in the production of flour in said period of time on account of the use in said original statement of affiant, of calendar

### THE FT. WILLIAM WRECK.

On the night of May 26 the large steel grain elevator belonging to the Ogilvie Flour Mills Co., Ltd., at Fort William, Ont., started to slide into the Kaministiquia River, and inside of thirty minutes had moved about thirty-five feet and settled to the bottom of the river. The steel bins stand at an angle of about 15 degrees from perpendicular, the deepest portion submerged being about 30 feet under water. The cupola and roofing slid partially across the bin story, about one-half of the cupola with its contents of scales, garner and machinery remaining intact.

The accident is supposed to have been caused by the washing out of the backfilling, or earth, which forms the lateral support for the piles. The river had been dredged from sixteen to twenty-two feet after the building had been constructed, nearly two years ago, and the elevator foundation was protected by a wooden dock and sheet piling. For some time after completion the dock was only slightly longer than the frontage which the elevator had on the river, but lately it has been extended along the frontage of the mill buildings. The elevator building stood between the water and

to catch a good portion of this season's business.

For a while it was thought that navigation would be impeded, but as the obstruction remains firm and does not extend more than 50 feet into the river from its original site, there is ample room for vessels to pass up and down the river under their own steam.

### OKLAHOMA DEALERS.

The annual meeting of the Oklahoma Grain Dealers' Association was held at Oklahoma City on May 23.

The secretary's report showed 161 members in good standing and a cash balance on hand of \$387.65, excluding unpaid dues of \$151.20.

The following officers were elected: Geo. A. Masters, Perry, president; U. F. Clemons, Marshall, vice-president; C. F. Prouty, Enid, secretary-treasurer; W. M. Randels of Enid, J. S. Hutchinson of Ponca City, G. A. Harbaugh of Alva, G. M. Mell of Elgin, H. K. Schaffer of El Reno and A. S. Connelley of Oklahoma City, directors; J. H. Shaw of Enid, W. M. Grant of Oklahoma City and C. F. Babcock of Stillwater, arbitration committee.

The Association voted to reaffiliate with the Grain Dealers' National Association.

The by-laws were amended to provide for appeal within ten days from the decisions of the local arbitration committee to the arbitration board of the National Association; and also to punish refusal to arbitrate trade differences by suspension from membership.

The following resolution was adopted:

Resolved, That the president of this Association appoint a committee of five members to confer with the Grain Dealers' Association of the state of Texas and the Millers' Association of the state of Texas, with the view of establishing a joint weighing and inspection bureau at Fort Worth, Texas, and other gateways into Texas; and to provide certain rules and regulations covering the operation of the same; and, provided said joint weighing and inspection bureau is established. We, the undersigned, agree that we will not sell wheat, corn, or oats to any grain dealer or miller in the state of Texas, except on joint inspection and joint weights at said Fort Worth, Texas, or such other gateways as may be hereafter agreed upon, except such grain as may be sold for export; and we agree to bind ourselves to pay the cost of such joint inspection and joint weighing at the average cost per bushel for doing the work.

J. S. Hutchins, W. M. Randels, W. H. Coyle, J. H. Shaw and U. F. Clemons were appointed a committee to go to Fort Worth to carry out the plans named in the resolutions.

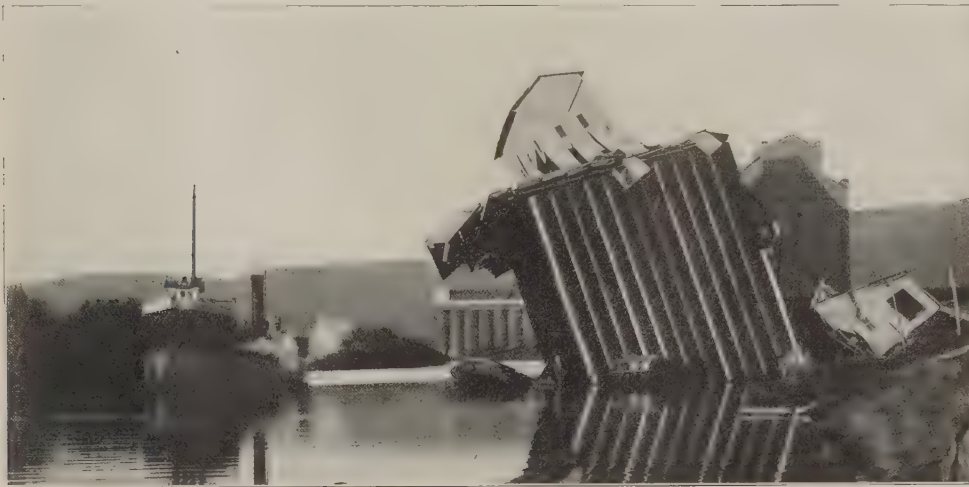
### WORK AT NEW ORLEANS.

The I. C. R. R. has completed at New Orleans one of the most modern docks in the world. The wharf is 3,500 feet in length, the width varying from 152 feet at its greatest to 132 feet at the narrowest place. In the steel roof 6,000 tons of metal were used. The wharf is in 500-foot sections, these being divided by fire walls seventeen inches thick. The great cotton warehouse is 2,391 feet long and in width from 100 to 160 feet. The two freight houses are 1,000 by 100 and 1,200 by 100 respectively. All the buildings are fireproof throughout.

It is stated that plans have been made for a grain elevator of 2,000,000 bushels' capacity, to be erected at New Orleans by the New Orleans Terminal Co., owned jointly by the Frisco and the Southern systems. This elevator will have a capacity of 2,000,000 bushels and will be of modern construction and equipment and fireproof throughout. The proposed elevator will be the largest in the city, having 500,000 bushels more capacity than the largest Illinois Central Elevator at Stuyvesant Docks.

With the elevator now at Chalmette, the New Orleans Terminal Company will have an elevator capacity there of 2,500,000 bushels, which equals the capacity of the Illinois Central at Stuyvesant Docks.

A farmer in Indiana has lost twenty-four acres of corn through the ravages of the corn bill bug.



THE OGILVIE ELEVATOR AT FORT WILLIAM AFTER THE SLIDE.

years instead of crop years, amounting to 905,000 bushels. Sixth—The amount of allowance that should be made for tare on account of dirt, foul seed, etc., on 224,216,000 bushels of wheat reported as having been received by the Minnesota state weighing department as gross bushels, amounting to 4,671,000 bushels. Seventh—An amount of allowance for transfers of grain between elevators of the same system."

### INDIANA GRAIN DEALERS' ASSOCIATION.

The usual midsummer meeting of the Indiana Grain Dealers' Association will be held at the Claypool Hotel, Indianapolis, on Wednesday, June 27, beginning at 10:30 o'clock a. m. The program is as follows:

#### MORNING SESSION.

President's Address....E. M. Wasmuth, Roanoke  
Address—"Reciprocal Demurrage and Proper

Distribution of Cars"...Geo. C. Wood Windfall  
AFTERNOON SESSION—1:30 O'CLOCK.

Address—"Terminal Inspection".....

.....J. W. McCardle, Indianapolis

Address—"Unreasonable Delay on Grain en

Route and at Terminals"...A. F. Files, Muncie

Report of Meeting of National Association..

.....A. E. Reynolds, Di-

rector National Association, Crawfordsville.

John F. Courcier, secretary of the Grain Deal-

ers' National Association, will be present and will

have something of interest to say.

Miscellaneous Discussion.

Adjournment.

Some farmers are said to be holding corn, expecting soaring prices after January 1 next when the free alcohol bill goes into effect.

an embankment, about 18 feet high. The receiving tracks and train shed were located on this embankment and a slight settlement of both had been noticed for the past season. The settlement evidently had had the effect of wedging in behind the foundation, and with the gradual washing away of the lateral support of the piles, it finally culminated in the whole foundation, piles, concrete and superstructure tipping forward into the river, leaving a great cavity in the earth in the space uncovered by the movement of the building. The points of the piles rested on solid rock and do not appear to have moved.

The house contained about 350,000 bushels of wheat and about 100,000 bushels of oats, 90 per cent of which has been saved. The bin story of the building is a nest of steel cylinders and is in perfect condition; as all parts of the structure were bolted together, it can be readily taken out and reassembled. The salvage on the building will amount to over 50 per cent of its' original cost. About 90 per cent of the grain has been saved. The house had been in successful operation for nearly two years and had been thoroughly loaded and tested in every particular, having gone through two seasons of very successful operation and no intimation of any kind had been suggested of any weakness or movement in the foundation up to within a few minutes before the wreckage took place.

On June 1 the Macdonald Engineering Co., who originally designed and erected the building, were given a contract to rebuild it in a new location and on new foundation. Work has already been commenced in dismantling the wrecked building and preparing for the new. It is expected that it can be entirely rebuilt and placed in operation in time



### CHIEF GRAIN INSPECTORS.

The Chief Grain Inspectors' National Association held its annual meeting at the Auditorium Annex on June 6, with the following inspectors present: Alfred Anderson, Peoria; Seth Catlin, Boston; John A. Costello, Chicago; W. S. Cowen, Chicago; E. H. Culver, Toledo; W. J. Duffy, Philadelphia; F. Einstman, East St. Louis; F. W. Eva, Minnesota; E. R. Gardner, Memphis; W. J. Graham, Kansas City, Kan.; F. D. Hinckley, Milwaukee; Charles McDonald, Baltimore; C. McD. Robinson, Galveston; V. L. Nye, Cleveland; Geo. B. Powell, Chicago; J. W. Radford, Kansas City, Kan.; W. L. Richeson, New Orleans; J. D. Shanahan, Buffalo; T. B. Smillie, Chicago; Sam H.

position in regard to uniform grading that we are and always have been in favor of the uniform grading of grain.

The meeting then adjourned.

### TEXAS GRAIN DEALERS.

The ninth annual convention of the Texas Grain Dealers' Association was held at Fort Worth on May 24 and 25, with the largest attendance in the Association's history, at least 150 members being present.

President J. Z. Keel of Gainesville, in his annual report, said the Association has succeeded in having removed the restriction on the movement of Texas oats to the Southeast.

to the Interstate Commerce Law Commission at Chicago, nor for the payment of the expenses of the executive committee; but believing the expenditures were made in good faith, they had taken the action they had, that the subject might be brought before the Association so, if it approved, the by-laws might be changed to conform.

Mr. Kell moved that the action of the president be approved and adopted as the action of the Association. The resolution was adopted without dissent.

Messrs. Stephens, Bellew and Brackett were appointed a committee to correct any discrepancies in the constitution and provide for such contingencies as the president had to face at Chicago.

The arbitration committee submitted its report,



W. J. Duffy. A. Anderson. F. W. Eva. G. B. Powell. S. H. Smith. W. J. Graham. J. Worth. G. H. K. White.  
Chas. McDonald, President. W. L. Richeson, Sec'y-Treas.  
J. A. Costello. J. W. Radford. E. H. Culver. T. B. Smillie. J. D. Shanahan.  
V. L. Nye. F. Einstman. E. R. Gardner. F. T. Washington.

Smith, Chicago; Frank T. Washington, Norfolk; Geo. H. K. White, New York; J. Worth, Baltimore.

Aside from the election of officers there was no business to transact, the work of the Association in drafting a set of grading rules with uniform phraseology having been done some years ago, and the Association is now waiting the action thereon of the grain exchanges and grain dealers.

John O. Foering of Philadelphia, who since the organization of the Association has acted as its president, sent a communication to the effect that his private business now made it impossible for him to take any active interest in the Association and begged to be relieved of any further official service.

Officers were then elected for 1906-07 as follows:

Chas. McDonald, Baltimore, president.

E. H. Culver, Toledo, vice-president.

W. L. Richeson, New Orleans, secretary-treasurer.

The following resolution, offered by Mr. Shanahan of Buffalo, was adopted:

Whereas, It was stated in the convention of the Grain Dealers' National Association that the Chief Grain Inspectors' National Association had not done anything toward uniform inspection; and

Whereas, This Association has done everything consistent, including the formulating of grades and recommending the same to the different inspection authorities; therefore, be it

Resolved, That this Association reiterates as its

Secretary H. B. Dorsey submitted the following annual report:

I submit the following report for the last fiscal year, which shows that we had, on June 1, 1905, 157 members; new members admitted during the year, 35; total, 192. Resigned during the year, 29; suspended for non-payment of dues, 3; expelled for failing and refusing to arbitrate, 1; deceased, 1, leaving membership on May 21, 158, which is the largest membership we have ever reported at an annual meeting. Of course, our membership runs higher than this along during the summer and fall months, but usually decreases in the spring.

The financial part of the report shows the total receipts to have been \$4,060.24 and the cash balance \$979.33. Receipts and expenditures are given in detail.

This is also the best financial showing we have ever made at an annual meeting.

Since the establishment of the office at Fort Worth and the devoting of my entire time and attention to the work, I find that the scope of the work can be greatly enlarged and the benefits to the Association accordingly increased if your secretary was provided with some assistant and had more time to spend with the members and trade generally, and I hope you will consider this matter before your adjournment.

The secretary reported further that with the president he had just returned from the Oklahoma meeting, where they had reached, he thought, the basis for an agreement which would do away with the differences between the grain dealers of the two associations.

Mr. Mountcastle of the auditing committee explained that while they had approved the report of the treasurer, they found no warrant in the by-laws for the donation made by the president

which was read by Chairman Bellew. Some of the points were as follows:

The committee held seven meetings at a cost of \$69.69, but as it received in fees \$205, the Association was at no actual expense. The committee began the year with thirteen cases on the docket; ninety-three were filed during the year; a total of 106; 102 were disposed of, leaving four on the docket filed so recently that there was no time for service. The total involved was \$11,534.64. Of this sum \$5,903 was settled by arbitration and those representing \$4,806 were found guilty of refusing to arbitrate, though the committee said it was a consolation that \$3,165 of this latter sum was represented by non-members. The balance involved was disposed of by dismissals, withdrawals, etc. The committee reported that 42 per cent of the claims arbitrated were held to be right and due the claimants. Mr. Bellew thought the report indicated most encouraging growth of the arbitration spirit.

C. P. Sheard of Houston read a paper on "Underbilling and Incorrect Descriptions of Shipments." Among other things he said:

Competition in business is desirable, but dishonest methods to gain a vantage over your competitor are wrong in the highest degree and should not be tolerated; and I don't think there is a man in this Association who would defend such methods or excuse any man for any cause for practicing them. It would be useless for me to go into detail as to how evasions are made, and the methods used to



deceive and defraud the railroads, and lower prices can be made than an honest dealer can make. No doubt many of you have felt the results of these dishonest methods in all of their various forms.

Now let me suggest that if perchance any of our members should be practicing these methods, swear off at once. Let's all, with hearty accord, pull together to break up these practices and deal fairly and honestly with each other in competing for business; let's work with the Railroad Commission and try to get them to make penalties so heavy that unscrupulous dealers could not afford to run the risk of being caught, and I believe we will all be benefited; anyway we will have pure, clean consciences, and that, brothers, will be worth a whole lot when you have to knock at old St. Peter's door.

H. Waldo of Collinsville read a paper on the same topic. He knew how the members of the Association had suffered, for incorrect descriptions and underbilling have made handsome profits for the dishonest shipper, while the honest shippers have suffered. He favored memorializing the legislature to make it a penal offense to be guilty of either practice, and the railroad commission might help by putting every kind of grain on the corn and oat tariff except flour.

A special committee was appointed to confer with a like committee from the Oklahoma Grain Dealers' Association upon an agreement about inspections and weights on grain bought in the territory for shipment to Texas, composed of Messrs. Harrison, Brackett, Kell, Whaley and Andrews.

At the afternoon session the debate on "Under-billing" was resumed by H. H. Haynes of Gainesville, Frank Kell of Wichita, F. W. Frasier of Wichita, Kan., and R. M. Kelso of Fort Worth, the latter offering a resolution, which was adopted, providing for the appointment of a committee to act with a like committee of the Texas millers to memorialize the legislature to enact such laws as will stop or check underbilling and incorrect descriptions of shipments.

In the absence of F. A. M. Ferguson, secretary of the Texas Corn Growers' Association, the secretary read his paper on "Improving the Quality and Increasing the Yield of Texas Corn." The paper held that this could be done by selection of seed and care in cultivation and that it was much needed, for Texas corn would only average 70 per cent grain, while some others would run as high as 90 per cent.

J. P. Harrison and O. P. Lawson of McGregor read papers on "Preparation of Corn for the Market." The latter emphasized the trouble of getting rid of the shucks. He thought great benefit would come from shucking the corn in the field, for then the farmer would be able to see what "sorry stuff" he was selling for corn.

Prof. A. F. Conradi, state entomologist at College Station, read a paper on "Weevil in Stored Corn." He said that from 50 to 75 per cent of Southern corn is injured or destroyed by weevil, entailing a loss, it is estimated, in the Gulf States of over \$25,000,000.

It was moved that the thanks of the Association be tendered Prof. Conradi for his paper and that the legislature be memorialized to appropriate \$20,000 for the use of his department of the Agricultural and Mechanical College.

Secretary E. J. Smiley of the Kansas Grain Dealers' Association, who was present, presented a proposition for the creation of a joint committee of arbitration for Texas, Oklahoma and Kansas, but as the Oklahoma Association, at its last meeting, had affiliated with the National Association, the proposition was found to be impracticable and was abandoned.

The committee to confer with the Oklahoma committee about joint inspections and weighings reported. It recommended concurrence. The resolution follows:

We, your committee, recommend that the Texas Grain Dealers' Association concur with the Oklahoma Grain Dealers' Association on the establishment of a system of inspection of grain shipped from Oklahoma to Texas to consist of inspectors to be located at such gateways as may be desirable, said inspectors to be appointed by Oklahoma with the consent and approval of Texas.

Objections were made to the payment of the necessary fees by the receiver, and after a long debate the whole matter was abandoned.

J. W. Webb of McKinney, in lieu of a paper

on "Over-Invoicing to Secure the Advantage of the 1 per cent Trade Allowance," made a few remarks on the question, and after some debate, on motion of Mr. Stark, the Association adopted a resolution abolishing the 1 per cent allowance.

The evening session was devoted to papers and discussions thereof, on "Shipping Grain on Demand Drafts," and "The Benefits of the Texas Pure Feed Law." The law was generally commended as beneficial, with the benefits being fairly distributed between manufacturer, dealer and consumer.

The work of the second day was compressed into the morning session, which lasted about two hours. After some exchange of felicitations by C. S. Prouty, secretary of the Oklahoma Association and President Keel of the Texas Association, in the absence of expected reports, the Association listened to a paper on the Hepburn Bill, prepared by Judge S. H. Cowan, general counsel of the Texas Cattle Raisers' Association, read by the secretary. The paper was explanatory, but the conclusion of Mr. Cowan was that while the bill was a distinct advance in legislation in the interest of shippers, it fell short of their necessities.

Mr. Frank Kell, in moving a vote of thanks to Judge Cowan for the paper, begged to dissent from some of the praise President Keel had lavished on President Roosevelt for his actions in the matter of rate regulation. The President had not initiated the movement, he said; but if any one man can be credited with the idea it is President E. P. Bacon of the Interstate Commerce Law Convention, who several years ago enunciated the idea which has at last become concrete, as far as it has gone, in the Hepburn bill.

J. C. Stephenson, for the committee on revision of the by-laws, reported and recommended the following amendments, all of which were approved:

To Article 4, which defines the duties of the executive committee, a new section, No. 2, is added, giving the committee the power to make appropriations at its discretion in the interest of the Association, and no funds are to be expended or appropriated except by the executive committee.

In the article relating to arbitration and appeals the section numbered 2 is stricken out for the reason that it provides for appeals to the National Association, and as the Texas Association is no longer in affiliation it is void.

Appellants must file all papers in each case within fifteen days, and the failure to do so will act so as to make any judgment rendered final.

Awards made by the arbitration and executive committees must be paid in twenty days.

Article 4, Section 2, also authorizes the payment of the hotel bills and traveling expenses of officers, the executive or special committees, when attending the annual meetings of the Association.

The Association then proceeded to the annual selection of officers, when the following were selected for service for the year 1906-07; President, Eugene Early of Waco; first vice-president, L. G. Bellew of Pilot Grove; second vice-president, C. F. Gribble of Sherman; secretary and treasurer, H. B. Dorsey of Fort Worth; R. M. Kelso of Fort Worth, G. J. Gibbs of Clifton and John A. Stephenson of Fort Worth, members of the executive committee.

Under the head of new business Secretary Dorsey said it was the custom in some instances for banks receiving drafts of the members, shippers, for collection to allow the party on whom the draft was drawn to detach the bill of lading and attach the latter to his own draft, forwarding it to the party to whom the receiver of the original shipment may be sold. This, the secretary said, is wrong, as appears from correspondence had with the Treasury Department. If any of the members of the Association had cause for complaint about such action they should lay the matter before him. He would see that the wrong was righted. Secretary Dorsey also said that it was no uncommon thing for the members of the Association to exact guarantees from the banks when they made drafts, but such guarantees he held to be worthless; and in support of this statement he read the following letter from the controller of the currency of the Treasury Department:

Treasury Department, Washington, April 2, 1906.

—H. B. Dorsey, Secretary of the Texas Grain Dealers' Association, Fort Worth, Texas: Sir—Your letter of the 23d ult. received inquiring whether a national bank has the right to guarantee the obligations of another party and whether a bank is legally bound by such guarantee made by one of its officers.

A national bank has the right to guarantee its own assets, but it is ultra vires of a bank to guarantee the obligations of a third party. In this connection your attention is invited to the case of the People's Bank of Belleville vs. the Manufacturers' National Bank of Chicago (101 U. S., 181) as to the conditions under which guarantees may be given and to the case of Rowen vs. the Needles National Bank (94 Federal Reporter, 925) as to a contract of guaranty which is ultra vires.

As to the liability of a bank under a guaranty by one of its officers, an opinion cannot be expressed without a full knowledge of all of the facts in the case, nor is it within the province of the controller of the currency to give legal advice on such matters. Signed by the controller.

After the passage on the usual resolutions of thanks the convention adjourned sine die.

A meeting of the executive committee was held in the secretary's office after adjournment, when the president appointed the following arbitration committee: W. O. Brackett, Sherman; T. J. Moore and W. W. Andrews, Fort Worth.

The following applications for membership were approved by the same committee: Truskett & Moore, Alva, I. T.; J. C. Thomas, Pilot Point; Hubbard Mill and Elevator Co., Hubbard City; W. H. Marshall, Belcherville; R. P. Roquemore, Coleman.

In the afternoon a large party of the members, visiting ladies and some invited guests went to Handley, where they enjoyed a barbecue. It was under charge of W. G. Turner, A. E. Want, D. B. Keeler and Ben O. Smith.

After the barbecue an impromptu meeting was organized and called to order by President Eugene Early. Talks, generally of a facetious nature, were made by D. J. Gibbs of Clifton and Messrs. J. C. Robb, Hosea and Murphy of Kansas City. Joe Burgher of Fort Worth sang and told a story or two.

The various amusements at Lake Erie then held the attention of the visitors until it was time for them to return to the city.

## BIG CHICAGO ELEVATOR DESTROYED.

Armour & Co.'s Elevator D, built six years ago, was swept out of existence by a disastrous fire early in the morning of May 29. The fire broke out about 1 o'clock in the morning and taxed the fire fighting facilities of Chicago to the utmost. Before it was subdued the building and \$150,000 worth of grain had vanished in smoke.

Occurring, as it did, in the heart of the lumber and elevator district of Chicago, the fire threatened to assume enormous proportions, but owing to the vigorous action of the fire department the damage to the surrounding property was not great. Armour & Co.'s Elevator C was damaged to the extent of \$2,000 and the total loss elsewhere was about \$50,000. The fire was an extremely spectacular one, the huge building sending out great masses of flame which illuminated the midnight sky with a ruddy glow visible over the entire city.

Four men were injured during the course of the conflagration. Charles Sinkule, the engineer, was blown fifteen feet through a window by a boiler explosion. He was severely burned and bruised. The cause of the fire is unknown, being variously reported as the result of a boiler explosion or spontaneous combustion. All the destroyed property was fully insured, about \$450,000 being reported.

The reinsurance of the business of the Western Mutual Fire Insurance Association of Waterloo, Iowa, by the Grain Shippers' Mutual Insurance Association of Ida Grove, Iowa, has been authorized by the state auditor. The reinsurance involves \$1,250,000 of risks. The Waterloo company was one of which E. A. Evans, who recently committed suicide, had been secretary and general manager.



### PROMPT SERVICE.

The elevator now in course of construction at Armington, Ill., for E. F. Verry & Son, plans for which are shown herewith, is another demonstration of the push accredited to Chicago people generally and to Chicago business men in particular. The elevator in question is being constructed to replace one burned in May last. On the day following the fire Mr. Burrell of the Burrell Engineering and Construction Co., was called upon by Mr. Verry who directed the company to prepare plans and specifications for a new

the price of bags in California to go up to 10½ cents, with prospects of a still higher price. In the meantime a strike in Calcutta is delaying the relief looked for in that quarter.

### ANNUAL MEETING TRI-STATE GRAIN DEALERS' ASSOCIATION.

The Tri-State Grain Dealers' Association held its annual meeting at Minneapolis, Minn., on May 31-June 1. The first day's session was called to

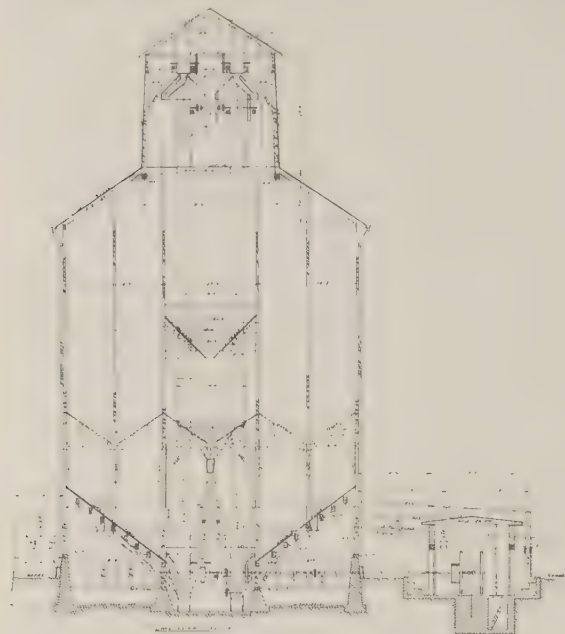
increased production in our northwestern grain fields.

Prof. Andrew Boss, agriculturist of the Minnesota Experiment Station, St. Anthony Park, made an address on grain improvement, as follows:

Some may ask wherein the grain dealers are to be benefited by a talk on grain improvement or where they can do anything to change the quality of the grain that is being marketed; but when it is recalled that they are joining with the educational forces in disseminating information that benefits the man who grows the grain, the reason for it becomes apparent. All must join in the movement for improvement in quality and yields of grain if the central Northwest is to continue in the lead as a grain raising region. Yields of grain are much less than they were when the prairie soils were broken, and because of low yields of wheat, oats and barley have largely superseded that crop. These grains in turn in many places are giving way to corn and grass. Even where good yields can be obtained, it is difficult to keep the quality of the grain up to a high standard. The abundance of fertility has been depleted and some of the elements necessary for complete development of the berry appear to be lacking. The educational forces have been at work for some time on this problem. For the most part the work has been confined to experiment stations and agricultural colleges. They have stood alone in the movement and have often been criticized for advancing theories which appeared not to be practical. Other forces are joining, however, and the movement is well under way.

There appear to be at least two ways of improving the grain crops. In the first place, it is believed that the soil must be in the proper condition and should contain some place near the elements required by the growing crop. The Illinois Experiment Station has for several years been studying the fertilizer question. A complete survey of the state has been made and the soil analyzed in every township in every county in the state with a view to learning just what elements are lacking in each instance, the idea being that, with this known, some form of commercial fertilizer which contains these elements can be supplied and the crop raised in its best form. The method is much the same as is employed by a physician. The patient is studied and the decision made as to what the system lacks, and then a prescription is written. The results in Illinois seem to be encouraging, to say the least, though it is doubtful whether the process can be carried out in the extreme. The Minnesota station has also studied the soil to some extent and an effort has been made to classify it as to the crops suited for growth on these soils. Where circumstances warrant, some form of commercial fertilizer is suggested, which may benefit certain crops.

We believe, however, that the greatest benefit is to come from a proper rotation of crops and the use of grasses and live stock. Repeated trials have shown that farm manures, where properly applied, give better results than any forms of commercial fertilizer yet discovered. This system of farming means less acres of grain each year, but more bush-



ELEVATIONS OF THE ELEVATOR FOR E. F. VERRY & SON, ARMINGTON, ILL.

house; and in less than one week's time these were ready for contractors' estimates. The contract was then let to the Burrell Engineering Co. on a percentage basis, the estimated cost being \$11,000.

The elevator will be modern in every respect, as well as include some few unique features suggested by Mr. Verry, whose knowledge of the grain business as such and of the practical details of handling grain are very accurate and intimate. The building is 36x42 feet on the ground and 60 feet high above the railroad tracks to the top of the bins. It is of cribbed construction, supported on concrete walls, and is covered with galvanized corrugated iron.

There are thirteen bins of various sizes, the two located over the hopper scale holding each a carload of grain. Under the scale is a Mattoon Cleaner and Carloader combined. The handling equipment consists of two elevator legs, with 14x6-inch steel buckets bolted to a 15-inch 5-ply rubber belt. All spouting at the heads of the elevator legs will be of steel and connected with two Burrell Cast Iron Distributors.

Power is supplied by a 25-horsepower Fairbanks-Morse Gasoline Engine and transmitted by rope to the cupola.

The completion of the plant is promised by August 1.

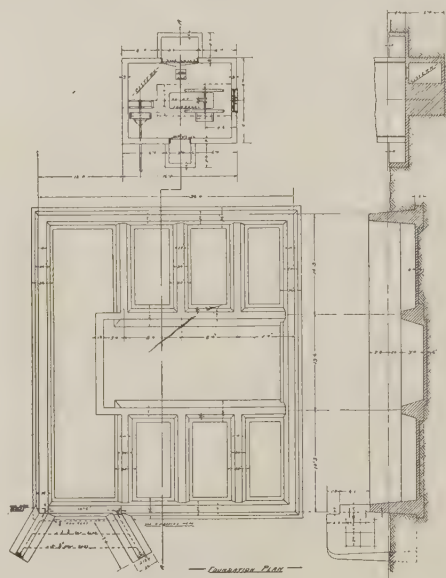
### SAMPLE STATIONS FOR MINNESOTA.

The Minnesota Inspection Department has established a number of sampling stations, where samples will be taken from cars of grain in transit to inspection terminals. These samples will be forwarded to the regular inspection stations, where they will be passed upon under cover and before the actual arrival of the car itself.

It is estimated that manufactured and unmanufactured jute, representing 5,000,000 grain bags, was lost in the San Francisco fire. This has caused

order at Richmond Hall at 2 o'clock by President A. F. Brenner, and Hon. D. P. Jones, mayor of Minneapolis, was represented by his private secretary, Mr. Wheelock, in an address of welcome.

J. L. McCaull of Minneapolis responded to this address and spoke of the magnitude of the grain



FOUNDATION AND BIN PLANS OF THE ELEVATOR FOR E. F. VERRY & SON.

business of the Northwest. He said that the Tri-State Association was made of business men and was in no sense a secret clan. It was organized on straightforward, business lines, and it welcomed every grain man to membership who had good common sense and believed in the "law of live and let live." We are co-operating together as much as possible in improving methods of handling grain and in seeking to promote

els of grain per acre and an increase, if anything, in the total amount of grain handled. It also means a better quality of grain, as experience shows that the quality of the grain is benefited by the application of the manures, as well as is the quantity.

At University Farm we have a large tract of land devoted to the rotation of crops. There are represented about forty-four different systems of rotation. Figures from these rotation plots show that we can grow as much wheat in the aggregate in two years, in rotation with grass and corn, as can be grown in three years of continuous wheat.



The same ratio of increase in the yields is noted in rotation of crops with corn, flax, oats and barley. In fact, all crops seem to do better where the cropping is changed frequently. It is estimated that the increase in grain yields throughout the state of Minnesota would be from 20 per cent to 25 per cent, were a well planned system of rotation adopted on all arable farms.

Much can be done in the proper handling of the land, but the seed that is planted is also of vital importance. The experiment stations have made even more careful observations in the matter of good seed than have been made in the matter of crop rotations. The Ontario, Canada, station reports an increase in yields and an increase in weight of grain grown, by simply making a mechanical selection of heavyweight seed each year. No effort was made to select individual plants, but only the mechanical method of separating the heavy from the light grain used. By careful selection of seed stock the Illinois station has increased the oil content of corn by 3 or 4 per cent, showing that variation in quality of grain can easily be made by proper selection. The Iowa station by testing the seed corn, by selecting the proper mechanical device for planting and by planting from good seed, is estimated to have increased the corn yields of that state last year by 4,000,000 bushels, representing more money than is spent by their station in five or six years.

Minnesota has established a reputation in breeding varieties of grain that yield heavily. Since 1890 a continuous effort has been made to find varieties suitable to the Northwest and to improve them by systematic lines of breeding. In the search for varieties, all parts of the world where spring varieties of grain are raised have been visited. When good ones have been found they have been carried through the nursery and then, if they were suited to climate and soil, have been retained. To show the pains with which this search has been made and the care used in establishing foundation for new varieties, I will submit a part of our crop nursery working plan:

The methods of breeding wheat have been reduced to practical plans, comparable to modern systems of manufacturing. After securing the best foundation varieties, a large number of seeds, say 10,000, are selected, preferably from the best heads chosen from the field of a given variety. These seeds are planted in nursery beds, one seed in a hill, four inches apart each way. This gives to each plant the same area of land and the same opportunities as to each other plant. When ripe, all the smaller plants are removed, leaving about 500 of those which appear to be the best yielders. The several heads of each of these are placed in a separate packet. In the seed breeding laboratory in the winter all the heads from each plant are weighed and all plants are discarded, but about one hundred of those yielding heaviest. Each of these is shelled and the net weight of the grain secured, and the grades of the grain are determined by inspection. About fifty of the best plants, combining superior yield and grade, are chosen for mother plants. The second year one hundred seeds are planted in a nursery bed, four by four inches apart from each of these fifty mother plants. When the plots are ripe they are harvested and the exact number of plants in each plot reaching maturity is determined. The weight of the grain is divided by the number of plants and the average yield of the progeny of each of the fifty mother plants is thus secured. One hundred seeds of each of these fifty new nursery varieties are planted the second and third years and at the end of the third year all are discarded, except the five to ten of these nursery stocks or varieties which average the strongest in value per plant for the three years. These five new varieties are grown for a year in larger plots to get sufficient seed to plant them in field test plots. During the three following years they are grown in plots one by eight rods in area under field conditions beside all the best varieties, and their average yields, milling and baking qualities are compared with the standard wheats. If either of the five new wheats proves more valuable per acre than the wheats which before have been in the lead it is rapidly increased for distribution. In the meantime the Minnesota sub-stations, and the experiment stations in adjoining states, test it as a part of the co-operative work of the several stations. The area to which a new wheat is adapted is thus pretty well determined and after increasing the amount to a few thousand bushels it is sold to several hundred seed wheat growers, that they may grow and sell it in large quantities. These seed growers are chosen by the officers of the Experiment Station and the U. S. Department of Agriculture, as seed co-operators, and are given certificates as to the genuineness of the variety of seeds sold them.

It will be noted that the process is largely a matter of selection and no matter what the characteristic may be that is wanted, it becomes a matter of elimination of those that do not meet the standard. In this way we have started to originate varieties that resist rust, and with some indications of progress. If the character required is stiffer straw, then other things are disregarded largely and only those plants which stand up well are selected as foundation. Yield is made the prime factor in most instances, and with that in mind the Minnesota Experiment Station has distributed throughout the state Minnesota No. 163 wheat and Minnesota No. 169 wheat, after this habit of yield had been fixed by a long term of close selection for heavy yielding qualities. By carefully made trials it is calculated that Minnesota No. 163 wheat yields an increase of 23 per cent over the parent variety, grown under the same conditions. In an extensive trial in all parts of the state Minnesota No. 169, another variety of wheat founded in the crop nursery,

shows an increase of 18 per cent over the parent variety, and numerous other varieties of grain which are just reaching the field tests show even greater increase.

This matter is presented only to show the possibility of increasing grains through careful selection and through the breeding of plants. We believe that in order to successfully raise the quality of grain and to increase the yields it is necessary that all know the best methods of work. The grain men can do much toward helping the movement by talking good seed and better farming to their patrons. It becomes a matter of personal work, largely, after all, and the more men that can be seen and talked with in regard to sowing good seed, farming the land carefully, and in turn talking good seed to their neighbors, the sooner will the grade and quantity of grain be raised.

It has seemed to me at times that grain dealers could well hold a school for elevator men. I have often conversed with the buyers at country elevators and find them very little better informed on the matter of grades, quality and rules for buying, than are the farmers from whom they buy. They are not in the position to gain the good will of the sellers nor to establish confidence in their ability to buy and sell grain. Uniform grades and methods in buying, as well as uniformity in prices, would be desirable. I realize that where it is a case of competition to get the grain it is difficult to have such matters definitely fixed, though I do not believe that a thorough knowledge of the business would work in any way to the detriment of the buyer. And would it be too much for the grain dealers to print and give to their patrons circulars of information in regard to the grain business? My experience with the farmers has been that if one takes an interest in their business and shows that he is there to help them rather than to live off them, that they will be more easily satisfied and even take less for their grain.

Samples of the grades of grain could well be put in every country elevator, not for the benefit of the buyer alone, but in order that the farmer who sells grain may see them and compare them and satisfy himself that his grain was bought on merit. The idea seems to be prevalent that there should be continual war between the grain buyer and grain seller. The sooner the grain dealers correct this idea and work in unison with the farmers, for better markets as well as better grain, the better for the grain trade.

Jas. H. Warren, supervising inspector of weights at St. Louis, read a paper describing the methods in vogue in that department.

President Brenner appointed the following committees:

On Resolutions—J. L. McCaull, John Mundt, Jas. Carlson, Albert Wedgewood, R. T. Evans, John Hoakenson.

On Nominations—F. E. Crandall, A. H. Betts, John Doering, John Hashe, M. Menthorn, M. King, J. E. Ferrich, Henry Rippe, W. H. Chambers.

Mr. Brenner, in announcing the committee on nominations, recommended that they give greater representation on the directory to the independent dealers, as heretofore affairs had been conducted largely by the line men.

An address on Minnesota Grades was made by W. F. Kelso of Minneapolis, secretary of the state Board of Appeals. Mr. Kelso began by alluding to the charge of Senator McCumber that the farmers of the state had been robbed of \$3,000,000 yearly through the state inspection of grain. In refutation of the charge he traced the history of a car of grain through the inspection department, showing the impossibility of any single inspector placing a wrong grade on the grain without being detected by the many agencies which exist in the interest of fair inspection. The inspectors of grain are not infallible, but they do the best they can.

Another point brought out by Mr. Kelso was that the inspection of grain is not compulsory and it can be sold without inspection if desired.

Following Mr. Kelso's address, Mr. McCaull moved that Secretary Quinn join with Mr. Kelso in preparing a logical argument to refute Senator McCumber's charges, and that it be brought before the proper committee in Washington, and, if necessary, before President Roosevelt; also, that a committee for the Association act with a committee from the Minneapolis Chamber of Commerce to try to bring about a fairer practice as regards the dockage; and further that the State Board of Appeals give their decisions on grades of grain without reference to the grade made by the inspection department.

L. O. Hickok of Minneapolis read a paper on "Elevator Construction," after which the meeting adjourned for the day.

#### FRIDAY MORNING—SECOND DAY.

In calling the Friday morning session to order President Brenner said he had not prepared a formal address, but wished to call the attention of the members to some of the present conditions existing in the Northwestern grain trade. He mentioned the fact that along the line of community of interests the farmers had organized. He conceded the moral and legal right of farmers to organize and engage in the grain business, provided always that they conduct the business along the lines of "live and let live."

Referring to the subject of dockage he found that the amount now taken is very much in excess of a fair percentage. A fair amount of dockage should be arrived at; and he recommended that the Association take the matter up with the state inspection department.

On the question of car doors he spoke of certain roads as allowing 50 cents for a car door that costs the dealer 95 cents. This is unfair to the dealer; and he thought the matter should be taken up with the Railway and Warehouse Commission, with a view to effecting a more just arrangement.

He referred also to the securing of larger appropriations from the state legislatures to be expended by the experimental stations in selecting better seed and increasing the grain crops. He suggested that the grain dealers take the matter up with their representatives and state senators and see if larger appropriations cannot be secured for these purposes.

Paul G. Sukey, manager of the North Star Malt-ing Co. of Minneapolis, was introduced and made a brief address on "Barley."

Secretary J. J. Quinn read his annual report, as follows:

Membership.—The membership of the Association now includes 921 elevators. At one time during the past year the membership considerably exceeded one thousand, but on account of the withdrawal of all the membership in Nebraska and the going out of business of members operating seventy-seven elevators, membership not having been assumed by the purchasers, our membership has suffered a setback. During the year applications from new members operating thirty-six elevators have been received and favorably acted upon.

Finances.—The treasurer's report will show that the Association is on a sound financial basis, having on hand May 1 a cash surplus of \$4,110 besides office furniture valued at \$200 and scale inspector's equipment valued at \$82.50, making the total assets \$4,392.50, as compared with \$3,223.10 reported at the last annual meeting. Nearly all our members are reasonably prompt in responding to notices for dues, still there are a few who require a second and third notice. This should not occur. Each member should realize that in responding promptly he facilitates the office work of the Association and shows an appreciation of the value of maintaining the organization on a good financial basis.

Stock Reports.—The monthly statements of stocks on hand in country elevators does not come up to expectations, on account of a large percentage of our members withholding a report. I wish to state here that each individual report is received and held in strictest confidence, and the results of compiling the totals are for the information of members only, the idea being to keep you informed as to general sentiment among dealers to accumulate or reduce their holdings. We hope to see members take more interest in this matter the coming year, that the information contained in these reports will be of increased value.

Scale Inspection.—At the last annual meeting it was decided to employ a competent scale man to inspect, repair and adjust the scales of members desiring that service. After carefully examining applicants and investigating as to their experience and competency, we employed H. S. Jackson of Hamilton, Ont.; equipped him with the necessary weights for testing, and put him on the road. After being out five weeks he resigned his position, much to our regret, as his work proved very satisfactory to the members employing him. Since Mr. Jackson left us we have been making every effort to secure the services of a first-class man, but regret to have to report that up to this time we have been unable to engage a man who we were thoroughly satisfied would meet all requirements expected of one occupying that important position.

Withdrawal from the National Association.—In accordance with a resolution passed at the last annual meeting conferring authority upon the governing board to use their discretion in continuing affiliated membership in the Grain Dealers' National Association, the board held a meeting in Sioux Falls immediately following the adjournment of the annual meeting, and the secretary was authorized to formally withdraw our membership from the National Association.

Complaints.—There has been a gratifying decrease in the number of complaints of members regarding



the practice of commission men soliciting shipments from those not operating elevator facilities, and I am pleased to report that I have received the assurance of practically all the Minneapolis members of their favorable disposition to co-operate with the country dealer by confining their market letters and quotations to the regularly established dealers as listed in our directory, which we endeavor to keep as near correct as possible, by periodically issuing bulletins of corrections and additions. We are now compiling data preparatory to issuing our 1906 directory and it is to the interest of all grain dealers to at all times keep us posted as to changes in ownership of elevator property at their stations, as we are constantly in receipt of inquiries from commission merchants wanting a correct list of the dealers at certain stations, that they may know positively that they are sending market quotations to established dealers.

**Arbitration.**—The past year the board of arbitration has had before them for adjudication three cases, involving about \$600. At present there is another case in which the papers are being prepared for the committee's consideration. There have been a number of cases referred to the secretary's office in which we have been able to effect settlement without bringing the case before the committee for adjustment. It has been conclusively shown that the arbitration feature of the Association is a success, promoting both the interest of the buyer and seller in the event of a dispute, and providing means of securing equitable adjustment of differences at nominal expense without recourse to the courts. The arbitration rules adopted at the annual meeting in 1904 provide that either party to a dispute not satisfied with the finding of the committee has the right of appeal to the Grain Dealers' National Association, but inasmuch as we are not members of that organization the rule should be repealed and make the committee's decision final or give the right of appeal to the governing board or to the Association in annual meeting.

**Reciprocal Demurrage.**—Since the last annual meeting the question of reciprocal demurrage has been forcibly brought to the attention of shippers on account of the great losses sustained by the grain dealers by reason of their not being furnished cars within a reasonable time to make deliveries. The bitter experience of the past season shows conclusively that the railroad companies are not improving the service sufficiently to meet the situation in a manner that will relieve the grain man from the losses experienced in each successive crop on account of the great losses sustained by the grain service. Apparently there is a strong sentiment among members that this Association should promulgate legislative measures that would in future safeguard their interests. This subject is brought to your attention at this time that it may be thoroughly discussed as one of the unsettled questions of the future.

**Car Seals.**—All roads in our territory, with the exception of the C. M. & St. P.; C. & N. W. and C. St. P. M. & O., use consecutively numbered seals which prevent a seal from being destroyed and replaced without a record of the seal being taken. It further eliminates the possibility of trainmen who have become familiar with seal numbers used at a station entering from memory seal numbers upon their books without examining the car to ascertain whether or not it is properly sealed. This is of vital importance to the shipper on roads using the duplicate seal—to have the protection that is their just due and which can only be obtained by the use of consecutively numbered seals—and I would accordingly urge the adoption of a resolution requesting the above named companies to change to a system of consecutively numbered seals.

**Loss in Transit.**—Claims.—During the month of December, through the aid of one of our members, our attention was called to a meeting of claim agents of western roads held in Chicago, at which it was arbitrarily decided that on all claims presented to them covering loss in transit, as established by the difference existing between shippers and destination weights, they were entitled to an allowance of one-half of one per cent to cover so-called natural shrinkage and difference in scales. Any shipper having proper weighing facilities and keeping a clear check on his weights can readily realize the injustice of such a position. The railroads, being unable to arrive at a definite conclusion, as to just what basis of shortage should be allowed them, made the exemption large enough to make their position secure in receiving all they could possibly be entitled to.

It is assumed by some of our members that the position taken by the claim departments was not with a view of being unfair, but one wherein they placed the shippers on the defensive and made it incumbent upon them to show by actual figures the average difference between shipping and destination weights, as determined by scales of the same class. There have been presented to several of the railway companies statements showing that the average shrinkage between shipping and destination weights, as determined by scales of the same class, equals one-tenth to one-eighth of one per cent. In view of such evidence some of the railway companies have receded from their position and have made offers to settle on the basis of one-fourth of one per cent, while others have asked the shipper for their views as to what allowance per car should be made them. In other cases the companies have dropped the discussion and paid claims as presented.

In summing up the matter as a whole the question is one which still remains unsettled, but we are in hopes that ere long we will be able to reach a satisfactory basis agreeable to all.

**Legislative Sessions.**—Before another annual meeting of this Association state elections will have been held in Minnesota and South Dakota. My reason for referring to this is that I believe the members

of this organization should take a lively interest in the matter of electing men to the legislature who are of good sound business judgment, broad minded and who are willing to concede that the grain dealer is entitled to the same consideration as those engaged in other lines of trade. It is time that the grain dealer woke up to the necessity of having an average representation in our legislatures commensurate with their commercial importance, as compared with the representation of other industries. Each session of the legislature demonstrated the necessity of closely scrutinizing their proceedings in order to discover any legislation antagonistic to the dealers' interests, and as the secretary's duties require his absence considerable of the time during that season, we cannot give it the close attention it deserves. I bring this matter to your notice at this time so that you may decide whether it is of sufficient importance to merit your consideration.

**Grades and Dockage.**—In these days of fluctuating markets, wide spreads in grades, during the heavy crop movement, sharp competition and narrow margins, the country grain dealer finds himself facing a situation that has to be met with sound judgment and conservative action to bring success to his business. In this connection I am constrained to make a few remarks suggested by observation and discussions at the local meetings held the past year regarding the subject of grades and dockage. The matter of dockage is of the greatest importance to every man who operates an elevator and is often the cause of disturbed conditions which otherwise would have been avoided had the dealer at fault purchased the grain at the proper grade and dockage. By proper grades and dockage I mean in accordance with the rules in effect at the terminals to which your grain is consigned. The buyer who pays more than the market value for grain knows exactly how much of a loss he sustains; the buyer who overgrades and underdocks never does until he has made a complete cut-off, when he wonders where the discrepancy comes from. One fact should always be borne in mind and that is, you have to pay the freight and all grain dealers are entitled to the privilege of docking grain sufficient to clean it and pay the freight on the dirt. The matter of freight on dockage has been too often overlooked by the average dealer who considers that if he buys grain on a basis of two-pound dockage and is docked two pounds at the terminal he is even. The average margin of profit of the country dealer to-day is not wide enough to take care of any losses on dockage, and to bring this matter before you more forcibly, I took from the record of the state inspection department at Minneapolis the record of cars inspected by the state from April 1, 1905, to May 1, 1906, and found that a total of 82,489 cars of wheat had been inspected, the average dockage amounting to 1.7 pounds per bushel. Estimating each car to hold 900 bushels and taking 14 cents per hundredweight as the average freight rate, we find that the grain shippers have paid the railway companies \$176,691.43 for delivering dirt to the Minneapolis market, for which the shipper has not received one cent. Of the above number of cars 77,492 were docked three pounds and under, while 5,037 cars were docked from three and one-half pounds up as high as twenty-nine pounds per bushel.

**Seed Trains.**—Encouraged by the good results accruing from the work of the representatives of the Minnesota and South Dakota Agricultural colleges of the good seed trains in 1905, and the many requests for the continuance of the work another year, we solicited and secured the co-operation of the following railroad companies: C. M. & St. P.; C. St. P. M. & O.; M. & St. L.; G. N. and M., St. P. & S. Ste. M. With these trains in Minnesota were Prof. Andrew Boss, agriculturist of the Minnesota Experiment Station at St. Anthony Park, and his assistants, C. P. Bull, E. C. Parker, A. D. Wilson and L. B. Bassett. Prof. W. A. Wheeler, botanist; Prof. John A. Cole, agriculturist at the Brookings (S. D.) Agricultural College, assisted by Mr. E. C. Parker of the Minnesota Experiment Station, delivered the lectures in South Dakota.

The subjects lectured upon from these trains were seed selection varieties and treatment for smut. A practical demonstration of the sprinkling method of treating and eliminating smut in seed grain with formaldehyde was given on the station platform when the meetings were held in coaches and on the stage when the meetings were held in halls. This simple method excited the greatest interest among farmers and developed the surprising fact that hundreds of farmers in Minnesota and South Dakota were suffering from decreased yields and inferior grade of product, through ignorance of not knowing how to eliminate smut, a pest that has been increasing to an alarming extent in the wheat and oats crops through the whole Northwest.

We had printed 40,000 bulletins edited by Professor Boss and Professor Wheeler, which were distributed among those in attendance at the lectures and a liberal supply was left at each station for distribution among those unable to attend, and in this way we hoped to reach practically every farmer in the territory visited by the specials.

In conclusion I desire to take this opportunity of expressing my thanks to the members for their able assistance rendered me during the past year. I feel that I have had the co-operation of the majority in bringing about conditions that all have been benefited by to a more or less degree. The work accomplished by the Association in improving conditions and eliminating abuses must come from the members. The officers are absolutely helpless without your co-operation. I thank you on behalf of the governing board as well as myself for the kindly consideration shown us and for the many courtesies extended the past year.

A motion by Secretary Quinn prevailed that the chair appoint a committee of three from South

Dakota and three from Minnesota to form a legislative committee.

The report of the nominating committee was read by Henry Rippe, and the following officers were then elected:

President, F. E. Crandall, Mankato; vice-president, J. M. Bennett, Flandreau; governing board: A. Truax, Mitchell, S. D.; Geo. H. Shanard, Bridgewater, S. D.; E. P. St. John, Clear Lake, S. D.; H. H. Minthorn, Bradley, S. D.; W. A. Forsaith, Hadley, Minn.; Geo. A. Tate, Balaton, Minn.

A motion that the thanks of the Association be extended to retiring President A. F. Brenner received unanimous support, after which the meeting adjourned.

The afternoon was spent on a very pleasant trip to Lake Minnetonka, with a ride upon the lake in the steamer Puritan.

## SEED MEN PROTEST.

The seed men, beaten in the House in the effort to secure the abolition of the free seed distribution by Congress, took their case to the Senate, whose committee granted a hearing.

The seed men maintain that there is no constitutional authority for the distribution of common garden seeds, and that there is not, so far as known, any other government which gives away anything. It was also pointed out that of everything produced in the United States the only product gratuitously distributed by this government is seeds.

The existence of a seed trust or the possibility of the same was denied, and it was said concerning the charges of adulteration of seeds, while hundreds of letters from editors of agricultural publications, daily newspapers and others, as well as editorials and articles from almost every newspaper in the United States of prominence, denouncing the seed distribution as a graft, were compiled for the committee's delectation, not to mention resolutions from the national and state granges, together with those of many agricultural societies.

The seedsmen are justly indignant that anyone should question their right to protest against what they believe to be an unwarranted, unjust and illegal interference with their business. They have not opposed the free distribution of valuable or rare seeds within the meaning of the original act, but they hold that agriculture derives no benefit whatever from the existing method of gratuitously and indiscriminately distributing the seeds of turnips, rutabaga, radish, cabbage and horseradish, and so on.

## ARKANSAS VALLEY DEALERS.

The Arkansas Valley Hay and Grain Dealers' Association held its third annual meeting at Rocky Ford, Colo., on June 1, eighteen members being in attendance, representing all the towns in the Valley east of Pueblo. The Rocky Ford members gave a banquet to the Association.

Officers were elected as follows: President, Charles Maxwell, Lamar; vice-president, H. McClean, Manzanola; secretary and treasurer, O. F. Mitchell, Las Animas.

The objects of the Association are the mutual protection of feeders and grain dealers and the securing of better freight accommodations.

The grain bags which are manufactured in San Quentin prison, California, and which have been sold to farmers and others for their personal use at 5½ cents each, are held at 10 cents.

The Minnesota experiment station has issued a pamphlet giving the results of the 1905 tests of a new variety of flax the station has originated. The new flax yielded 3.1 bushels or 26 per cent more than the common varieties grown by the farmers. It also was from five to ten days earlier.



## COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

### "THE ONE THING NEEDFUL"—THE OBVERSE

*Editor American Elevator and Grain Trade:*—

I was very much pleased to read the article by Mr. Neal from Millersville, Ill., entitled, "The One Thing Needful." I wish to compliment him on his conclusions and the accuracy of his perception as to the needed thing in the association work to-day. Although he may be new to the grain trade, Mr. Neal evidently is able to judge of conditions as he finds them. It is probably true that being new and not having been affected by the necessary policy of grain men on account of past relationships and developments of the associations so far, he is better able to judge of needed reforms in association work than those of us who have been engaged in this labor for so many years. It really comes better from a man like Mr. Neal, situated as he is, to make the radical suggestions, than it would come from some one of us older association men, because in his case no one questions the integrity of his views; but if I should have made the recommendations that Mr. Neal has given to the trade, it would have been considered as having been caused by some condition in the past which has caused me to become sore on the present work.

It is probable that I might be able to suggest just the reforms that associations to-day are in need of, for the reason that I know thoroughly the work of the associations from their beginning to the present time; and if a man observes at all, he must of necessity recognize the weak points developing more readily and quickly than the points gained. I can tell Mr. Neal just what is needed in a few words, as follows:

The present Grain Dealers' National Association is strictly a receivers' organization, with interests entirely centered east of the Mississippi River; in fact, east of the Indiana-Illinois state line. The organization was originally a Western shippers' concern, gotten up and developed by those interests. It soon was found that receivers should be concentrated in one place and their influence taken away from the country shippers' organization. To bring about this result, the effort was made to transfer all memberships into the National, but to retain the voting power of the state associations in such a manner that the shippers would still control the organization. We know the result, through methods pursued by certain interests. The management of the National Association was taken away from those who organized it. Its objects are diverted, and as a result we to-day have an organization of receivers boasting as the Grain Dealers' National Association. To remedy all defects, I would recommend that the name of the organization be changed to the Grain Receivers' National Association.

Second. The interests of the grain shippers in portions of Illinois and east thereof and the grain shippers west of this line are strictly divergent and not common in any respect. I would suggest and recommend that all grain shippers coming under the rules and regulations of the Central Traffic Association and the South-eastern Traffic Association organize themselves into a body which will look after their particular interests, eliminating all receivers, buyers, etc., from their membership, and working as an organization either through state locals or as a whole. I would then recommend that all grain shippers whose interests come under the rulings and regulations of the Western Traffic Association, the Trans-Missouri Association and the Southwestern Traffic Association, including the shippers of

the Northwest and Wisconsin, organize themselves, through locals and state organizations, and then jointly, for the purpose of looking after their general interests.

You will readily see, then, that on any question of national importance—let it affect the receivers, let it affect shippers in the Central Traffic territory, or let it affect Western shippers—wherein it will be necessary that a combined front be presented, the same could readily be secured by the joining of the three general bodies through their general officers.

It is so completely impracticable to operate a national organization under the conditions that exist to-day that I am candid in saying that it is time wasted in the effort. However, systematized organization for well defined purposes and the securing of positive results never was needed more amongst grain shippers than it is to-day. Candidly, we are not getting results. We are following along in channels first pursued by associations. We have no one originating new ideas or solving the difficulties that are presented to us. Many men, however, engaged in association work to-day realize the necessity of doing these things and are making efforts along these lines, but are working alone, and consequently obtaining but little result. A realization of these conditions by the grain trade and a change in present methods at the earliest date mean results for the grain shippers where they are not now realizing what they desire.

Possibly the above ideas will give Mr. Neal some well defined points on which he can work and as a result give us some more conclusions. I certainly take pleasure in complimenting Mr. Neal on his perception.

Yours very truly,

W. H. CHAMBERS,

General Manager Peavey Elevator Company.  
Minneapolis, Minn., May 19.

### "THE ONE THING NEEDFUL"—THE REVERSE.

*Editor American Elevator and Grain Trade:*—

In an article in your May issue entitled, "The One Thing Needful," Mr. Ben A. Neal, in his criticisms of grain dealers' associations, says: "With its usefulness seriously impaired, if not entirely destroyed, by unfortunate entanglements and alignments, splits and divisions." He asserts that a grain dealers' organization cannot afford to accept as members receivers, commission men and brokers, and because of this class holding membership in grain dealers' associations he is "no longer surprised that the reforms most needed have been little agitated and that there have been splits and divisions among the associations and lethargy on the part of its members," and that the receivers, commission men and brokers "control the grain dealers' organizations."

Can Mr. Neal point to a single instance in which a receiver, commission man or broker caused splits and divisions in a grain dealers' organization?

If Mr. Neal will consider figures instead of wild flights of imagination, he will readily perceive that it is preposterous to assume that the receivers, commission men and brokers do or could control the grain dealers' organizations. The Illinois Association has a membership of about 800, included in which are about 75 receivers, commission men and brokers. In the Iowa Association are 352 country elevator operators, operating over 700 elevators, and 46 receivers, commission men and brokers. I ask if, considering the relation of these minority members to the majority members, in their continually soliciting business favors of the country elevator men, it would be business sense for them to attempt to control the association? Is it possible for 75 to outvote 725? Will 46 votes count for more than 352? Do the officers elected, and the gentlemen comprising the committees of arbitration of the different grain dealers' organizations, indicate that their affairs are controlled by the receivers, commission men and brokers? The National Association's presi-

dent for 1905-1906 was an O'Fallon, Mo., miller and elevator man. The arbitration committee of the National for that term was composed of two country shippers and one Chicago receiver. The Iowa Association's president for 1905 was a Nevada, Iowa, grain shipper and the governing committee of that body was composed entirely of country elevator men. The Illinois Association has for its president a Mt. Pulaski grain shipper; six of the seven directors are country dealers and its arbitration committee is composed of two country shippers and one receiver. At the annual meeting of the Oklahoma and Indian Territories Association, held recently, all the officers, except the secretary, and all the members of the arbitration committee elected, are country grain shippers or millers.

Positively, the receivers, commission men and brokers are far from being in control of any of the grain dealers' associations. On the contrary, they are at a disadvantage in point of representation on the arbitration committees. Should Mr. Neal or any other country shipper submit a case for adjustment before the arbitration committee of any of the associations, national or state, he could do so with the feeling that the arbitration committees are dominated by those of his own class of business, whose natural prejudice would be in his favor. If Mr. Neal had a difference with a receiver, commission man or broker, in which dispute he felt confident of the justice of his cause, he would never need to hesitate in submitting the case for arbitration. But the receiver, commission man or broker could imagine that, the major portion of the tribunal being against him, if natural prejudice were permitted to dominate, he would stand a poor show of securing a just verdict. But there is no such feeling with the receiver, commission man or broker. He is perfectly willing to submit his differences for adjustment before the arbitration committee of any of the grain dealers' associations, in the assurance that the gentlemen composing those committees are men of honor, and that natural prejudice will not enter into their conclusions.

Instead of the receivers, commission men and brokers controlling the grain dealers' associations, is it not a fact, Mr. Neal, that these organizations control them? Is it not a fact that the receivers, commission men and brokers are loyal to the grain dealers' associations, and are a very material benefit to the regular grain dealers of the country? Is it not a fact that the shipping of grain by irregular dealers is discouraged because of the loyalty of the receivers, commission men and brokers to the grain dealers' associations? Is it not true that the receivers, commission men and brokers magnanimously, courteously and invariably defer to the wishes of the country grain dealer, in or out of association meetings? If a receiver, commission man or broker furnishes a paper to be read at any of the meetings of the association it is by invitation, and it is always on a subject which his daily vocation makes him more familiar than the country shipper would be. He never intrudes, but he does co-operate with the country shipper in the advancement of his interests.

I have no idea that any considerable number of the country shipper members of grain dealers' associations look upon the connection of receivers, commission merchants and brokers with the associations as an "unfortunate entanglement and alignment" for the associations, or that their connection therewith tends to seriously impair or entirely destroy the usefulness of the associations.

The situation at present with regard to the connection of receivers, commission men and brokers with the associations is entirely satisfactory to the country shipper members; and it could not well be otherwise, as the first-named class are in hearty accord with the regular shippers of the country and faithfully co-operate with them. But what would be the result if Mr. Neal's policy of excommunication were carried



out? Would Mr. Neal relish a receiver, commission man or broker coming into his territory and buying or soliciting consignments of grain of the farmers who are his customers? Does Mr. Neal desire to antagonize the grain interests at the primary markets and throw down the gauntlet to them to come out in the country and secure business of anyone and everybody—"scooper," irregular shipper or farmer?

It occurs to me that the existing situation is the best, and I am inclined to think that there is only one solitary member of any grain dealers' association in the United States who would wish to make a suicidal change. In fact, I am so very confident of the correctness of my opinion that I stand ready to arbitrate the question with Mr. Neal before the arbitration committee or governing committee of any or all of the grain dealers' associations in the country, he being at liberty to make choice of the association or associations that shall arbitrate, even though the arbitration committee be composed entirely of country shippers, who are much to my liking.

F. S. RUTHERFORD.

St. Louis, May 31.

### MISSOURI RIVER BARGES.

Omaha and Kansas City people are talking of reviving—for the howmanyeth time?—the grain barge on Missouri River in the hope of using it as a rate regulator for grain to New Orleans. "Chicago always has been against us on the matter of freight rates, and always will be," said Mr. Kirkendall of the Omaha Grain Exchange. "That city fights against every rate proposition that will benefit the Missouri River cities. It is hard to get any reductions from the railroads with Chicago working against us, but with water transportation in our favor, the railroads would be compelled to do something. We can send our corn and wheat down the Missouri and the Mississippi and we can bring back our dry goods, hardware and groceries by the same route at a much less rate than we are now paying the railroads."

The promoters estimate that the five barges of 300 tons each and a towboat would cost the same amount as one steamboat of 800 tons capacity.

Secretary McVann of the Grain Exchange, the best freight authority in Omaha, is reported by the Bee newspaper as having said that grain could be shipped from Omaha to New Orleans by water much cheaper than it now goes, and that dry goods and merchandise could be brought in from New York by way of New Orleans at a much less rate than now obtains from New York to the Missouri River by rail; but he doubts the feasibility of the plan, citing the failure of a similar project several years ago. The first venture came to grief by the sinking of the steamboats which Kansas City placed on the river. This same danger would have to be encountered again until pilots came to know the river.

### WEIGHT SUPERVISION AT PEORIA.

The Peoria Board of Trade has established a system of supervision of the weighing of grain in that market, bringing that city in line with the practice at Chicago, St. Louis, etc. The work of supervision began on June 1 under the direction of Jos. M. Harker as chief supervisor, assisted by seven experienced men, who will be stationed at the various elevators and distilleries where grain is unloaded. These men are made special police also, and are charged with the special duty as police to lend their assistance in suppressing the nuisance of petty thieving from grain cars while standing in the railroad yards.

It is claimed that a bushel of corn will make five bushels of alcohol and leave a large residue of by-products.

### ILLINOIS GRAIN DEALERS' ASSOCIATION.

The annual convention of the Illinois Grain Dealers' Association was held at the City Hall, Peoria, on June 12 and 13, with about 150 members and visitors present. The meeting was called to order at 2:30 p. m. by President Hubbard, who introduced Mr. R. W. Van Tassel, president of the Peoria Board of Trade, who cordially welcomed the dealers to the city. He spoke of the objects of the Association, which are to learn how to economize labor in the handling of grain and how to secure the best results in that regard in spite of the many obstacles that block the progress of the grain merchant; and to correct transportation and terminal abuses and imperfections of service. You have been so successful that both these factors have yielded to your demands for reform. He spoke very briefly of Peoria as the greatest consumer of corn in the world, in which respect it is still growing, and he named some of the



E. M. WAYNE,  
President Illinois Grain Dealers' Association.

creature comforts of Peoria, to all of which he bade the visitors a hearty welcome.

Vice-President E. M. Wayne of Delavan replied, acknowledging the welcome, and complimenting Peoria as an ideal convention city and growing to be a giant among the lesser commercial cities of our country. He spoke of Peoria as especially important to the corn shipper—a market that consumes the off-grade in endless quantities, and is equally as prompt to absorb the best grades. The Association had reason to favor Peoria, whose grain merchants had never failed in their allegiance to the Illinois Association.

President Hubbard's remarks were extempore, he having decided that a formal address was not required. He suggested, however, the thought of the entire legitimacy of associations, which have the highest antiquity, having been born of the necessities of men for their mutual protection against their enemies and for the purposes of creating government. He spoke also of this Association as a natural outgrowth of the development of handling grain in this state, which is now necessarily as complicated a system as the volume of grain involved is enormous. The Illinois Association has been managed on broad lines, does its work in the open, and no man who is a member need be ashamed to say so anywhere and at any time; and he added that he could say with pride that it never stood higher among business organizations than it does to-day, nor in the confidence of those who know its real aim and work; and he thought it would continue to maintain that high plane of popular respect and confidence.

Mr. James Warren of the St. Louis Merchants' Exchange Weighing Department then read a pa-

per on the changes—betterments—of that system during the past year, as follows:

The weighing of grain in terminal markets is today a topic of the most absorbing interest to all persons having the remotest connection with the grain trade, and for several years it has received the most earnest consideration alike of shippers, carriers and receivers. The interests of these various parties is usually classed and considered as conflicting ones; but in all that pertains to honest and accurate weights their interests are identical.

In these modern days of close competition for business, when large consignments are handled on small margins, it is of the most vital importance to the shipper that when his grain is unloaded he receive credit for every pound his car contained. The very existence of the receiver is also involved, because if his shipper does not receive the proper outturn weight on his cars, he is driven out of the business or forced to seek other markets for his grain. In either case, the receiver loses his trade, and whatever of time, labor and money that has been expended to obtain the patronage of that particular shipper is lost. The interest of the carrier is also vitally affected, because it is incumbent upon him to deliver every consignment without damage or loss; and where the proper evidence is produced that a certain quantity of grain was loaded into the car and the outturn weight is short, it is up to him to make good the loss, especially where there is evidence of leakage in transit.

The matter thus resolves itself into the simple proposition that all loss due to lax methods employed and irregularities practiced in the weighing of grain at terminal markets is a burden that falls alike upon the shipper, carrier and receiver. It is a species of tribute levied upon the grain business; and it is one of the inscrutable laws of trade that any tribute levied upon a certain branch of commerce will invariably lessen its volume and render it a less attractive field of endeavor. It is fortunately another law, not only of commerce, but one universal in its application, that there is no evil for which there is no remedy. The remedy in this instance is one which every terminal market that has an ambition to remain on the map as a receiving point for grain must adopt, by devising some systematic method of having grain weighed under the direct supervision of competent men who have no further interest in the grain than to see that every pound taken from a car goes direct to the scale and is accurately and honestly weighed. Four years ago the Merchants' Exchange of St. Louis realized this fact; and so far as the St. Louis market is concerned, the shipper is no longer compelled to have his grain weighed by the buyer or his employes and to accept whatever weight is returned by them.

On the occasion of our last convention it was my pleasure to describe in detail the manner in which your grain is weighed in St. Louis under the supervision of the Department of Weights of the Merchants' Exchange. Since that time I am pleased to add that the thoroughness and efficiency of our supervision has been greatly increased in several respects. One great improvement in the service we are now rendering, and for which the Merchants' Exchange makes no extra charge and which is often of great value to the shipper in collecting freight claims, is the examination of cars in the inbound yards immediately upon their arrival in the city. I wish to take this opportunity of explaining that most of these yards are located a great distance from the elevators, and that cars are allowed to remain there while they are opened for inspection. The department now has men permanently stationed in these yards to examine grain cars and make a report on all these found in bad condition. These reports are forwarded to the office at once and filed with the records of the department. [And posted on 'change.] Where there is a large shortage on a car, which arrived at the elevator in good condition, it is frequently found by referring to these records that the car was in bad condition when it was examined by the deputy in the yards and was recovered before being forwarded to its final destination. In such cases, were it not for the records secured in the yards, it would be impossible for the shipper to obtain the proper evidence to enable him to collect a claim from the railroad for loss in transit.

Another very important feature in connection with cars unloaded from team tracks is a system of checking the number of loads taken from each car, which has been introduced in all yards where the railroads do not provide the proper facilities for seeing that each load is credited to the proper car. Our method of checking the loads is as follows: When a wagon is sent to a yard to haul a load, the teamster is required to weigh his empty wagon, after which the weigher fills out a ticket showing the date, the name of the party by whom hauled, the number of the car from which the load is to be taken, the name of the commodity and the number and weight of the empty wagon. The teamster then drives into the yard and must show this ticket to our watchman, who then allows him to take a load from this car. After the wagon is loaded, the teamster drives to the scale and weighs his wagon loaded. The teamster then returns the ticket to the weigher, who adds the weight of the loaded wagon. These tickets are carefully filed away and can be easily referred to in order to determine the number of the loads taken from any particular car. With this system in vogue, it is impossible for a load to be taken from a car without the proper record being kept. This arrangement has proved very satisfactory and few complaints are being received on cars unloaded on team tracks.

The Merchants' Exchange has spared no expense in maintaining its department of weights and making it efficient in every respect. During the four years



of its existence, the deficit has aggregated over \$25,000, but the board of directors do not feel discouraged at this great expense, as the abundant satisfaction given by the department more than compensated for the money expended, and the reputation of the St. Louis market for fair dealing and scientific methods of weighing is now acknowledged by all handlers of grain, especially by shippers contiguous to the St. Louis market.

In conclusion, I desire to offer a few simple suggestions, which I believe will be of benefit to shippers and which I am satisfied will materially aid the department in its efforts to protect their interests. The closest possible attention should be given to the cooping of the cars in which grain is shipped, and particular care should be observed to see that grain doors are properly constructed of material of sufficient strength to bear the strain; and in no case should a car be permitted to leave your station until you are entirely satisfied that there can be no possible leakage in transit except in case of accident or rough handling.

Another matter to which the shipper cannot be too attentive is that of observing every possible precaution to secure the correct weight of the grain that he loads into a car. Whatever money is expended to provide adequate and up-to-date weighing facilities and for the employment of competent weighers, will prove itself to be the best investment that any shipper could possibly make, as in collecting claims for shortage it is of the utmost importance that the shipper be in a position to produce the most positive evidence of the amount loaded into the car.

It will be of assistance to the department if the shipper, when a car is loaded at his station, will place on both grain doors a card showing the car number, the date loaded, the weight, by whom loaded and the point of shipment. This will occasion but slight expense and will enable the deputy by whom it is weighed, in case of a shortage, to detect it at once, and an effort can be immediately made to ascertain the cause. This will be much more satisfactory than to wait until a complaint is received from the shipper, as it is evident that a delay of a week or ten days will increase the difficulty of making a proper investigation.

Every shipper should insist upon securing Merchants' Exchange weights on all grain consigned to St. Louis. Instruct your commission men to have your grain unloaded and weighed under the supervision of the department of weights and insist upon your instructions being followed to the letter.

By observing the precautions which I have suggested, you will not only save yourself the vexation and loss which frequent shortages cause, but you will render the department of weights a very great service by lessening the difficulties with which we must contend in our efforts to safeguard your interests in every possible manner.

In behalf of the members of the Merchants' Exchange and the committee on weights, who have made the weighing department a success, I desire to thank the members of your Association for their liberal patronage and the many courtesies extended.

The chair announced the following committees:

On nominations.—Edwin Beggs of Ashland, J. P. Woolford of Galton, Geo. W. Banks of Irene, L. J. Jetter of Yorkville, E. C. Boyer of Tampico.

On resolutions.—E. M. Wayne of Delavan, J. W. Radford of Chicago, Able Brooks of Bloomington, G. C. McFadden of Havana, A. G. Tyng of Peoria.

A. W. Lloyd, formerly of the secretary's office, but now a member of the appeal board of the grain inspection department of the Illinois Railroad and Warehouse Commission, was called on, and took the opportunity to dwell upon the changes of policy effected in that department under Mr. Cowan's administration. Under the former management, he said, he had acquired in that office the reputation of a persistent kicker; and justly so, since the amount of grain inspected in as contract at Chicago had declined from a yearly average of 60 per cent to about 6 per cent. No effort was made to better conditions until Mr. Cowan assumed control of the office. Mr. Cowan himself is a hard worker and willing to do anything to secure better results for the shipper.

Among other methods Mr. Cowan has adopted, Mr. Lloyd explained, is one of testing the accuracy of track inspectors. A large number of samples are collected, and the inspector under trial records his judgment of each and all of them. Then two or more experts of the office inspect the same samples without knowing how the man under test has passed upon them, and his work is then checked up. If the man is weak, he is warned to improve the quality of his work.

The department asks the shippers to the Chicago market to keep in communication with it, to help it along in its work by suggestions or by complaints, using freely the system of card notifi-

cations recently instituted by the department. The change of policy by the department, coupled with the improved quality of the grain of the last crop, has resulted in raising the amount of grain inspected in up to about 50 per cent of the total. As only one lot of corn had gone wrong (70,000 bushels), the leniency of the inspection seems to have justified itself, for the chief inspector is satisfied that the elevator and not the inspection was responsible for the ultimate condition of the corn in question.

Mr. Lloyd added that there has been a change of front by the Warehouse Commission toward this Association, which the two acting commissioners are now convinced is a legitimate organization, beneficial to the grain trade as such, as well as to the producers as such. He closed with the assurance that the Chicago market—its inspection, its weighing, its commission men and brokers—is fully entitled to the confidence of all shippers who can reach it.

Albert N. Hume, one of the members of the

with the 350,000,000 in the fiscal year ended June 30, 1901, indicated the immense development of the grain business, he developed his theme by first pointing out the several factors engaged in the marketing of grain: (1) The shipper from the country station; (2) the track buyer; (3) the broker and commission man; (4) the receiver at the terminal market—the elevator man; (5) the broker in the territory in which the grain is distributed; (6) the distributor to the retailer; (7) the retailer to place the grain in the hands of the consumer—the feeder. Can the relations of these factors be harmonized? Their interests are so much in common that they really constitute one family, who ought to be governed in their several relations by a single set of "Trade Rules." But many of them are in their own estimation self-sufficient, and it is in this class that the danger of friction lies.

From this point Mr. Courcier took up frankly the interrelationship of the several factors named as modified by association work; then reviewed



Treas. Baldwin. Sec'y Strong. Pres. Hubbard. Vice-Pres. Wayne. John F. Courcier.  
A FEW OF THOSE PRESENT AT THE ILLINOIS MEETING.

Illinois State University, who had come to the meeting as a spectator of its proceedings, was called on and spoke briefly of the relations of the Association, the University and the farming community. The Experiment Station, to which he is attached, aims to increase the efficiency and economy of the average producer of grain; you to do the same for the work of marketing grain; and the University would heartily welcome any suggestions that would tend to improve the station's work, as it would also gladly tender its services to improve the work of the grain dealer.

F. Einstman, chief grain inspector at East St. Louis, said his department had adopted the policy of improving its service that emanated from Chicago, and he believed shippers could have full confidence in its work. As to weighing, there are Merchants' Exchange men, state men and elevator men, the two former watching the work of the latter.

Secretary J. F. Courcier of the National Association made an eloquent and convincing appeal for Illinois support of the National Association by reaffiliation of this Association. He said he never before had made a speech without manuscript, but that Secretary Strong had barred a written paper, and he had limited himself to a few notes. If this is a fair sample of Mr. Courcier's talks, he can safely be trusted to "cut out the paper."

Having by a comparison of the grain exports of the thirteen months, September, 1789, to September, 1790, something over 3,000,000 bushels,

the naturalness of the affiliation plan of organization of state associations from its local branches to the National as a confederation of independent associations, each complete within itself, doing each its own work, but contributing its pecuniary and moral support to the National, the jurisdiction of which would be clearly defined to avoid trespass on the work of the state bodies.

He especially discouraged the idea that the receivers are more interested in the National than the shippers. The latter are in the majority; they receive the greater proportion of benefit, and they actually pay as much for association work as the receivers who are members of the National only. The affiliation plan is the best that has ever been proposed for a National organization of shippers; and the project of direct membership for country shippers was proposed and adopted only for the purpose of enabling many men who wanted the National to take part in its work and support while waiting for such associations as this of Illinois to return to affiliated membership.

When, then, Mr. Courcier said: "So, after a year's work with the National, I now come to you saying I feel like asking you to renew your affiliation as an Association with the National," his words were greeted by instant and hearty applause. He made no plea, but added only that he had talked with many Illinois men on this subject and had yet to find a single man who had not said he would gladly pay his \$1 for the purpose of affiliation; and that if the Association will do this, he could safely guarantee that the



amount expended in that direction would prove the cheapest insurance you can buy.

He concluded with a plea for membership support of association work by frequent communication with the secretaries—suggestions to him about his work, prompt replies to his letters and careful reading of all his communications; and a militant loyalty to the Association and the men who belong to it and support it, directly and indirectly.

The meeting then adjourned for the day.

## SECOND DAY'S SESSION.

Vice-President Wayne presided at the second day's session, on account of the sudden illness of Mr. Hubbard. The first business was the reading of the secretary's report, as follows:

Your secretary begs to submit the following report for the past year:

The membership of the Illinois Grain Dealers' Association are to be congratulated on this the thirteenth anniversary of their organization. Increased membership, harmony among competitors, amicable relations existing between shippers and receivers at terminal points, and the accomplishment within a few days past of some notable measures for which the grain dealers have struggled and contested for many years, give great reason for self-congratulation.

The members of the Illinois Grain Dealers' Association can felicitate themselves that by their constant care and attention, in season and out of season, and by judicious conduct of their demands, sometimes under grievous criticism, they have pressed their case steadily, persistently and earnestly, believing that ultimately right would prevail and that betterments for the trade would be the result.

Last week the press announced a reduction of 10 per cent on grain and many other commodities used by the producing class, which was ordered in this state by the Railroad and Warehouse Commissioners. The reduction in freight rates came after a nearly three years' contest with the railroads before the Railroad and Warehouse Commission, and in this contest the grain dealer has all the time borne his share of the work and constantly supported the committee who had direct charge of the case. While this brings to the grain shipper no immediate increase of profit, yet so closely identified are the interests of the producer and the shipper that the grain dealer cheerfully made the fight for reduced rates for the direct benefit of his friends, the producers.

So, too, in the congressional legislation, there seems to be no doubt but that the Hepburn Bill will pass and become law, thus putting on the railroads the burden of evidence to show that a rate fixed by the Interstate Commerce Commission, on complaint, is unjust or a misappropriation of their property without due course of law.

In the matter of inspection and weights at many terminals, there has been in the past year much less complaint, and a less number of cases to settle between the shipper and receiver, showing that the interests of all those identified in one general business have come to a more uniform method, thereby causing less friction and fewer misunderstandings.

Indeed, rather than that there have been complaints, there have been many commendations and approvals from Illinois shippers of improved conditions at the terminal markets. The secretary visited several terminal markets in the interest of Illinois shippers with good results, and believes that it would be well for a committee from this Association to visit all the near terminal markets at least once a year.

Interchange of opinions and acquaintanceship had between the receivers and shippers through the local association meetings have greatly aided business relations.

Last year the rules adopted by the Grain Dealers' National Association were published in the Directory, the Board of Directors feeling that if these rules were more fully understood, there would be less friction in the business and fewer violations of contracts. The result proved the wisdom of the idea. There have been many cases adjusted through arbitration, though but few have been submitted to the committee for their official action.

The practice of those high business principles for which the organization stands, of honest dealing with all those connected with the business, from the producer to the receiver, has created an atmosphere of fairness, fair dealing and fair feeling throughout the state, which has vastly benefited the trade.

The membership has loyally supported the Association both by their personal efforts and also financially. The membership numbers about seven hundred in good standing, with about one hundred delinquents.

Receipts for the past year were \$5,536.07, and expenditures, \$4,965.43, leaving, after all bills are paid, a balance in the treasurer's hands of \$1,179.63. [The total assets of the Association were estimated at \$1,515.42.]

There are twenty-five local divisions in the state. These local divisions hold monthly meetings. During the year the secretary attended sixty-four local meetings.

At the last annual meeting, the board of directors urged a general canvass of the state by the secretary and personal visits to be made on dealers as

far as possible. In carrying out the expressed wishes of the board, the secretary traveled 19,386 miles, visiting nine hundred fifty-nine dealers at their offices. In March the board employed an assistant, to the end that all the state might be covered. The assistant, since March 15, has traveled 4,917 miles, made four hundred and thirteen personal calls, thus making a total of thirteen hundred and seventy-two personal calls made on dealers this year, and requiring a travel of 24,303 miles in the state. Of course, some dealers have been visited more than once, and some not at all.

Eighty-two new members have been received into the organization during the year, and seventy-five members suspended on account of non-payment of dues have been reinstated.

There are in the state, not counting Chicago, Peoria and Cairo, 1,208 firms and individuals engaged in the grain shipping business, occupying 2,189 elevators.

The report was accepted and placed on file.

Treas. H. I. Baldwin then read his annual report, showing cash on hand a year ago at this date, \$608.99; receipts, \$5,536.07; total cash receipts, \$6,145.06; with expenditures on vouchers of \$4,965.43, leaving cash on hand at this date, \$1,179.63, all of which is invested in local bonds, excepting cash of \$189.63. The report was accepted and ordered placed on file.

The committee on resolutions then presented the following resolutions, which were adopted without debate:

1. We congratulate the grain dealers of Illinois on the general prosperity of the nation, to which you as individuals have participated, and are pleased also that this general prosperity has been to a greater extent enjoyed by the producers.

2. We commend the officers of this Association for the efficient and effective service during the past year in the conduct of the business of the Association, and congratulate them on the success of their efforts.

3. We can congratulate all interested in the grain trade on the flattering outlook of the growing crop, which promises a prosperous year for producers and dealers.

Whereas, It is a well-known fact that where cars get out of condition and leakage of grain occurs while cars are in transit the railroad company repairs and stops such leakage at some intermediate point, such cars when repaired, arriving at destination in apparent good order; and,

Whereas, The railroad company keeps a record of all such repairs. Therefore, be it

Resolved, That the officers of this Association use their every effort to secure from the railroad companies free access to such records for shippers or their representatives.

Whereas, The grain dealers are in a position to collect crop information intelligently and correctly. Therefore, be it

Resolved, That the officers of this Association be requested to formulate a plan by which crop information shall be obtained from the members of this Association, and after the same is compiled and published, to distribute it to the members.

Whereas, It has become the custom of the various railroad companies to deduct  $\frac{1}{2}$  of 1 per cent from all claims as natural shrinkage; and

Whereas, It has been demonstrated by correct and careful weighing, that the natural shrinkage is not to exceed  $\frac{1}{4}$  of 1 per cent; therefore, be it

Resolved, That we, the Illinois Grain Dealers' Association, protest against this unwarranted and arbitrary deduction, and recommend that the officers of this Association use such means as are in their power to correct this evil.

Whereas, The annual dues of this Association have been placed at \$8 per year, and at that time the Association had but one-third of its present membership; and,

Whereas, The work of the Association has been so extended as to require larger expenditures; therefore, be it

Resolved, That the annual dues be placed at \$10 per year.

Whereas, There has existed more or less friction between the grain dealers and the various railroad companies to furnish cars and transport the same promptly after loading; and,

Whereas, We recognize that the interests of the railroad companies and the shippers are largely identical; therefore, be it

Resolved, That we recommend that this Association appoint a committee, consisting of the president, secretary and three members, to be known as the transportation committee, to whom such matters shall be referred for investigation and action.

Being intensely impressed with the absolute necessity of maintaining a National Association as a medium through which to handle matters of common interest to the grain trade; be it

Resolved, That the Illinois Grain Dealers' Association in convention assembled instructs its secretary to make application for affiliation with the Grain Dealers' National Association, with dues to begin July 1, 1906, such dues to be paid to the National Association when collected.

Whereas, This Association has lost by death during the past year Elijah Walker of Assumption, and R. G. Risser of Kankakee; therefore, be it

Resolved, That by the death of these, our brothers, this Association has lost two valuable and efficient members. We deplore their loss, and extend our heartfelt sympathy to their bereaved families.

A resolution urging an amendment to the present Illinois civil service statute to include the employees of the inspection and weighing departments of the Illinois Railway and Warehouse Commission was objected to and finally tabled, on the ground that it might be construed in some way as countenancing even indirectly any introduction of state employes in any grain elevators of the state for the purpose of weighing grain. The preamble to the motion conceded that the law had been of some value as applied to the employees of the charitable institutions now under the operation of the law; but those taking part in the debate, especially Mr. S. S. Tanner of Minier, emphatically repudiated the idea that the law had so far justified itself, as executed by the authorities in charge of those institutions; and even were that true, the danger of conceding the introducing of state employes into the elevators to weigh grain overshadowed any benefit the approval of the civil service law in operation might work. The affirmative vote to table the resolution was practically unanimous.

The resolution directing the secretary to make application for reaffiliation with the National Association was adopted without an objecting voice. The debate also was entirely one-sided. Mr. Tanner said that four years ago a motion to continue the former relations with the National had been adopted and that action had never been repealed—except by the directors, who had acted entirely on their own motion. He now said it should be understood that if this resolution should pass, it should not be in the power of the directors to repeal it in fact without the express direction of the Association in open meeting.

Mr. Radford of Chicago and Mr. McFadden of Havana, a member of the directory who had caused the withdrawal of the Illinois Association from the National, as complained of, explained that action on the ground that the Association did not then have the funds on hand to pay the dues; while Mr. McFadden said that, as under present state laws and the nature of the Association's organization, legally considered, the directors are personally responsible for any association debts they may contract, and as they had been threatened with personal suits for non-payment of these dues, the directors had taken that action to protect themselves, believing that they should not be held personally responsible for a large sum of money (\$750) which was in fact a charge upon the Association itself.

The explanations were accepted with entire good humor and were evidently satisfactory to the convention. After some explanation by Mr. Courcier of the amount of dues the Association should pay to the National (dependent upon the membership for which the Illinois secretary should make application for affiliation), and appeals by Messrs. A. G. Tyng and C. C. Miles of Peoria to the convention to support the resolution, it was unanimously adopted.

The finance committee, by Mr. McFadden, reported the secretary's and treasurer's books in perfect condition and their accounts correct. The committee recommended to members their prompt payment of dues. It has cost about \$175 to make the collection of delinquent dues by personal calls, and the committee think this money can be used by the Association to much better advantage.

C. C. Miles was then called upon to talk upon the subject of "The Grain Trade of Peoria." This he declined to do formally, but he was pleased to take the opportunity to say that since June 1 weights in Peoria have been supervised by the Board of Trade in the manner now in vogue at Chicago, St. Louis and other markets. The weighing has hitherto been done by Board of Trade employes; but it had been found that the men were more or less influenced, consciously or otherwise, by the elevators or industries in which they worked, and complaints of shortages had begun to be annoying. It was found that



talking to the weighers was not sufficient to stop the trouble; whereupon the Board adopted the modern supervision system in all its details, so that shippers to Peoria now have every protection that a perfect weighing system can give them. To show, however, that that system cannot itself prevent shortages, but that the shipper himself must cooperate, he said that of, say, the first 502 cars weighed, 97 were found to be in leaking condition and 90 others without car seals.

Peoria is trying to give shippers a perfect service from the moment a car reaches her railway yards until the remittance is made to the shipper; and in addition to this new weight supervision system, the character of Peoria's commission men is a guarantee of right treatment, it having been so long a time since a member of the Board was expelled for uncommercial conduct the oldest member has difficulty in remembering the date.

E. C. Chester of Champaign spoke briefly on the grain dealer's interest in good seed and the production of more and better grain. He suggested that grain men might offer prizes for choice grain as an incentive to its culture, and believed they should also begin paying a premium for high-grade grain brought to them, for the same reason.

The nominating committee presented a report recommending the election of the following as officers for the ensuing year. The report was adopted and the gentlemen named duly declared elected, as follows:

E. M. Wayne, Delavan, president.

Wm. Shellabarger, Decatur, vice-president.

H. I. Baldwin, Decatur, treasurer.

J. E. Collins of Garnett, Geo. Dunaway of Utica, J. L. Brainerd of Springfield, directors for two years.

The officers elect having made due acknowledgment of the honors conferred upon them, and Mr. Courcier having, on behalf of the National, expressed his gratification at the action of the Association in resuming its relations with the National, pledging his personal efforts to make said action "worth your while," the convention adjourned sine die.

#### NOTES OFF THE WIRE.

Lee Blakemore represented the Elevator Underwriters of Kansas City, Mo.

J. M. Maguire made his initial bow among his grain friends in his new business of elevator broker.

From Cincinnati there came Vinton Perin, W. R. McQuillan, C. E. Nippert, E. Fitzgerald, F. E. Fleming, J. C. Fallis, A. C. Gale.

There were two representatives from Nashville market—F. A. Cowan of Bell-Duff Commission Co. and W. R. Tate of Logan & Co.

A large amount of hospitality was consumed in the headquarters of Millers' National Insurance Co., representative H. Stanbery, on second floor of Niagara Hotel. Full insurance.

John F. Courcier, secretary of the Grain Dealers' National Association, was present, and his earnest, straightforward talk impressed every dealer with the importance of supporting the national organization.

The sister state of Indiana loaned some of her best grain men for the occasion, including W. B. Foresman and E. B. Jamison of Crabbs, Reynolds, Taylor Co., Crawfordsville; Joe T. Gehring, Indianapolis, with Cleveland Grain Co.; Bert A. Boyd, Indianapolis; H. C. Clark, Lebanon.

The St. Louis market was represented by James A. Connor, of Connor Brothers; M. B. Murray, with Daniel P. Byrne & Co.; G. L. Graham, W. J. Rae, C. W. McClellan, Jos. H. Warren, chief supervising inspector of weights, C. Bennett, F. Einstman, chief grain inspector, East St. Louis.

Messrs. L. S. Hoyt and J. D. Stacy, representing W. H. Lake & Co., Chicago, held open house in Room 24. Not only a hearty welcome awaited dealers here, but the comforts of a well-stocked sideboard and favorite brands from Virginia and

the Floridas to expel the cares brought about by a chance too long stay at the business sessions.

Wm. Thayer, Minneapolis representative of W. A. Fraser Co., Chicago, was present from the northwestern market.

J. J. Fitzgerald and Irving C. King, representing the Grain Dealers' National Mutual Fire Insurance Co. of Indianapolis, Ind., had pencils and bronze stickpins for dealers, and M. B. Murray, with Daniel P. Byrne & Co. of St. Louis, distributed a combination celluloid lead pencil and pen holder.

Edward H. Culver, chief grain inspector of Toledo, announced that the new inspection rules of the Toledo market would be ready for distribution July 1 and copies would be sent to all dealers who desired them. Representing the Toledo market, besides the chief inspector, were Charles Knox, W. W. Cummings and J. M. Coup.

Among those missed at the meeting was Capt. I. P. Rumsey of Chicago. Inquiries brought out the facts that Mr. Rumsey was present at the marriage of his son, Henry A. Rumsey, at Chicago, June 12, to Miss Marion E. Doud. The marriage was solemnized at the home of the bride's mother at 3257 Michigan Boulevard, Chicago, and the couple are now on a wedding trip among the Adirondack Mountains. The responsibility of representing Rumsey & Company was devolved wholly upon Frank M. Bunch.

O. C. White and W. M. Hirschey, of H. Hemmelmarg & Co., Chicago, presided over a rich domain of hospitality in suites 2 and 3 of Fey Hotel. There were no choked-up spouts, but a constant flow of cordiality that would not have given any known registering device time to take its measure. Carnations, and lead pencils bearing the firm name, were distributed as souvenirs to the visitors, and among the principal decorations was a large United States flag draped above the words: "Welcome to the Grain Dealers of the Board and Fertile Prairies of Illinois."

The machinery exhibits proved unusually interesting to dealers. Willard B. Smith showed a Richardson Automatic Scale in operation; a full-sized automatic scale of the American Grain Meter Co., of capacity 150 bushels per hour, was in operation under charge of J. R. Detwiler and C. E. Goshert; J. P. Baucom exhibited Atlas Car Movers; George J. Noth had an interesting display of models of the Invincible Needle Gravity Separators, and descriptions of the various cleaners manufactured by the Invincible Grain Cleaner Co. of Silver Creek, N. Y. There were present also L. D. White of Beall Improvements Co. of Decatur, Ill., manufacturers of the Beall Rotating Corn Cleaner and special milling and elevator machines; George Beyer, head of the McLoud Automatic Scale Co. of Peru, Ill.; J. P. Harpstrite, of the Maroa Mfg. Co., manufacturers of the Boss Car Loaders, at Maroa, Ill.; G. C. McFadden, of McFadden Mfg. Co., Havana, Ill.

It is not every special feature that is given as advertised, but the hundred-mile ride on Illinois River fully realized the expectations of first announcements. At 3 o'clock the steamer City of Peoria, with barge Pearl, under Captains Scofield and Rorick, swung out into the river from her dock at the foot of Main Street, comfortably loaded with grain men prepared to enjoy the afternoon's outing. Music was furnished by Spencer's Brass Band, on the main deck, a string orchestra on the lower deck, and 300 throats on every deck. It was often a toss-up to know whether "Illinois" would win out vocally or "You Look Good to Father" by the brass band. At the climax, however, the steamboat whistle generally came out with a hoarse, raucous, resonant blast that put everybody out of business. "Uncle Jake" Woolford was the only man that made good bucking the wheel of fortune, but as he spent all his well-won ducats among his friends in celebrating his victory it is safe to say he didn't increase his bank account. There were plenty of good things to eat and drink on the boat, on the larboard, starboard side and

amidships, and there was no one reported as having presented the fishes of Illinois River with a second-class dinner. The only official ceremony performed on the boat was a motion by John W. Radford that the thanks of the Illinois Grain Dealers' Association be extended to the Peoria Board of Trade, to the City of Peoria for use of City Hall, and to Messrs. A. G. Tyng, C. C. Miles, R. W. Van Tassel and T. A. Grier of the Peoria Board of Trade, who, with Messrs. G. H. Hubbard, S. W. Strong and Erastus Roberts, formed the committee of general arrangements for the thirteenth annual meeting. The motion was seconded and carried with a unanimity of sound that reverberated as far back as Havana. The boat returned to its dock at 9:30 in time for every passenger to take the night train for home.

Chicago turned out its usual good delegation, with J. W. Radford and Gordon Hanna, Pope & Eckhardt Co.; Geo. S. Dole and W. M. Christie, J. H. Dole & Co.; J. A. Waring and S. H. Green, Wright, Bogert & Co.; E. M. Combs, J. C. Shaffer & Co.; M. L. Vehon and Fred D. Stevers, Rosenbaum Brothers; H. A. Foss, chief weighmaster, A. E. Schuyler, assistant weighmaster, J. A. Schmitz, scale inspector, Chicago Board of Trade Weighing Department; G. B. Van Ness and E. E. Rice, Van Ness Brothers; O. C. White and W. M. Hirschey, H. Hemmelmarg & Co.; John F. Howard, R. W. Carder, W. A. Fraser Co.; S. H. Warner, Warner & Wilbur; Arthur R. Sawers and Harry G. Smith, Arthur R. Sawers; Frank M. Bunch and F. H. Casebeer, Rumsey & Co.; L. S. Hoyt and J. D. Stacey, W. H. Lake & Co.; A. E. Wood, E. W. Bailey & Co.; H. H. Newell, Rogers Grain Co.; W. H. Axtater, Armour Grain Co.; B. F. Traxler, Baker & Traxler; H. W. Booth, Neola Elevator Co.; F. E. Gulick, Requa Bros.; M. J. Timberlake, T. E. Wells & Co.; A. C. Johnson, the Albert Dickinson Co.; F. A. Miller, Thos. Bennett & Co.; C. G. McClintock, W. P. Anderson & Co.

Dealers present included the following: Victor Dewein, Warrensburg; C. J. Porter and J. O. Porter, Deland; Geo. W. Banks, Irene; C. W. Hoyt, Galesburg; A. E. Rust, Cairo; R. L. Williams, Grayville; A. L. Stanfield, Edgar; W. H. Council, Williamsville; John Adkins, Prentice; E. F. Unland, Pekin; C. J. Jeter, Yorkville; C. E. Jeter, Plano; W. H. Graham, Bluffs; Bartley Gulshen, Odell; E. W. Bockewitz, Harvel; Austin Gibbons, Dwight; A. M. Blythe, Gays; F. J. Rapp, San Jose; G. W. Skinner, Hudson; S. S. Tanner, Minier; J. E. Collins, Garrett; G. C. McFadden, Havana; George Delong, Foosland; H. I. Baldwin, Decatur; Geo. W. Walker, Gibson City; Abel Brooks, Bloomington; H. L. Deppe, Meredosia; Chas. W. Hines and George Christopher, Dunlap; Wm. Wheeler, Melvin; J. M. Jones, Dewey; F. I. Hubbard, Lincoln; W. S. Shellabarger, Decatur; J. C. Hamilton, Bullardville; T. J. McGuire, Eureka; H. B. Lockhart, Assumption; E. W. Hight, Assumption; C. J. Rodman, Moweaqua; W. H. Boies, Gridley; T. H. Pletsch, Parnell; Tom Abrams, Tuscola; H. N. Knight, Monticello; M. C. Camp, Bement; George S. Miller, Monee; C. H. Mullen, Seymour; R. J. Railsback, Hopedale; Samuel Mosiman, Morton; J. P. Woolford, Galton; T. D. Hanson, Villa Grove; J. C. Roe, Hayes; Geo. D. Montelius, Piper City; J. M. Viemont, Mackinaw; R. B. Catton, Brimfield; S. P. C. Garst, Dwight; J. P. Sledge, Champaign; M. L. R. Tankersley, Champaign; F. Heltinger, Harmon; A. L. Current, St. Joseph; J. H. Current, Homer; P. B. Colwell, Lafayette; C. J. Claudon, Fairbury; Wm. Ritchie, Warrensburg; W. F. Bishop, Sheldon; E. D. Churchill, Chenoa; I. A. Walker, St. Joseph; T. E. Kelly, Mazon; Jas. L. Brainard, Springfield; H. J. Hasenwinkle, Bloomington; W. E. Walker, G. H. Spannagel, Decatur; S. H. Wilkins, Pierson; J. B. Stone, Mattoon; Ira Hastings, Cairo; G. D. Mallett, Bradford; W. H. Mettler and E. V. Graves, Duncan; R. C. Cox, Sherman; John W. Prather, Williamsville; Thomas Ogden, Dewey; E. S.



Summers, Kappa; A. W. ord, Scottsburg; John Sherry, Flanagan; H. A. Hillmer, Freeport; P. B. Webster, Lodge; E. D. Vorhes, Dwight; C. E. Tiedeman, O'Fallon; W. G. Merritt, Dwight; Geo. E. Ford, Illinois; Nelson A. Mansfield, Niantic; A. Sargent, Sheldon; J. M. Keasby, Elwood; W. F. Banta, Ridge Farm; J. R. Wagner, Metamora; O. M. Davison, Minonk; W. B. Memmer, Minonk; J. A. Simpson, Minonk; J. R. Feris, Decatur; E. G. Hayward, Cookesville; H. W. Booth, Mendota; Jacob Schrepfer, Metamora; J. H. Myers, Croft; R. C. Baldwin, Bloomington; F. N. Rood, La Rose; O. H. Cannon, Decatur; D. H. Unland, Pekin; J. E. Hawthorne, Bloomington; Emitt Fuller, Fullerton; G. P. Hawthorne, Fletcher; J. W. Puett, Bloomington; W. H. Wrighey, Wyoming; Lee Metcalf, Illinois; P. G. Jones, Champaign; Trove Elmore, Ashland; Wm. Moschel, Morton; C. W. Savage, Virginia; J. C. Aydelott, Pekin; J. M. De Bolt and A. W. Shepard, El Paso; P. W. O'Brien, Morse; A. N. Harwood, Bradford; J. J. Hadley, Osco.

[For the Tri-State Grain Dealers' Association.]

### SOME POINTS IN ELEVATOR CONSTRUCTION.

BY L. O. HICKOK.

Elevator construction is an important subject to every elevator owner, but a difficult subject to properly handle in all its details. I will be brief and deal only with some of the more important features.

**Foundation.**—You should examine, or cause to be examined, the existing condition and character of the soil of the site upon which you propose building. Your foundation should be designed to carry the load with a liberal factor of safety, and a knowledge of the soil conditions is necessary. Frequently, a heavier foundation is placed than is necessary, making it cost more than it should. Then, again, a much lighter foundation is placed, causing serious trouble and expense. Without knowing the facts concerning your site, it is only guesswork to design a foundation and specify the material to be used.

**Size and design.**—The dimensions on the ground are an important factor. Take, for instance, a 30,000-bushel elevator, as there are more of that capacity built than any other. The shorter the distance from the dump scale to the car, the better the spouting from the back bins to the boot and the less shoveling on top of bins to fill all available space; hence, a saving in labor. Suppose the building is 32 feet wide from driveway to track side; that means a high driveway, deep pit and high cupola. I have found 35x28 feet on the ground, the distance from drive to track being 28 feet, to be the better proportion, everything considered. With the above size on the ground, I have usually installed a boot tank 16x6 feet on top and 6 feet deep. If the elevator site is level ground, to secure a receiving pit of 150 bushels it is necessary to build a driveway 6 feet high above the ground level. A wider building than 28 feet means a higher driveway or deeper pits, with spouts and pit-slopes of less pitch. In this connection I will take up construction of driveway and pits.

**Driveway and Pits.**—When lumber was cheap as compared with present prices, shallow pits in the ground and long, high approaches were the general construction. With high prices of lumber, it is advisable that other designs be employed. I advise that an iron boot-tank, 20x6 feet on top and 8 feet deep, be installed, instead of a tank 6 feet deep. A tank 8 feet deep reduces the height of the drive two feet, making it possible to dispense with 24 feet of the incline on the approach end and 16 feet on exit end of the driveway, making a total saving of 40 feet in length. With a driveway only 4 feet in height, the inclines may be of earth fills, which, when once placed, are indestructible; while inclines built of lumber are continually being repaired. If inclines are to be built of lumber,

the decking should be of 3x6 or 3x8 plank, laid 1½ inches apart. A single thickness of 3-inch plank wears longer and costs less than 2-inch stuff doubled; while 2x10 or 2x12 plank, cleated with 2x4's, does not make durable inclines. The 2x4's will not, as a rule, last one season. The dirt which is deposited between them holds moisture, which causes the under plank to decay in two or three years, and requires replacing. The driveway under the enclosed awning should be decked with 3-inch plank. By installing an iron boot-tank 8 to 10 feet in depth, the height of driveway is reduced to 4 feet. Filling the inclines with earth makes a durable, easy approach, costing no more to place.

**Regarding Equipment.**—If one stand of elevators is to be installed, I would recommend placing 11x6-inch or 12x6-inch buckets on rubber belt 12 inches part; for, while 10x5½-inch buckets will handle grain faster than it is possible to weigh and dump, in transferring or loading into cars, buckets with greater capacity are desirable. The additional cost is a small item compared with the increased handling capacity. If two stands of elevators are to be installed, 10x5½-inch buckets should be placed for the receiving legs and 12x6-inch for the cleaning, transferring and loading leg.

In placing the stand of elevators, there should be provision made to take care of settlement of foundation and cribbing, either by telescoping the leg or the head. The stands should be built from bottom of pit to head entirely independently of the building. To telescope the head, there should be at least 3 feet space above the head to the rafters of the cupola. Where the grain is discharged, the throat should be built 18 inches deep. After the head is in place, construct a telescope by casing outside independent of the head, this casing forming a second throat, which should be suspended from the rafters of the cupola. To this is attached the distributing spout. The distributing floor is a part of the cupola frame, the legs and head being built independent of the rest of the structure. In the settlement of the main building, the second, or outer, throat drops away from the first throat, and neither is affected.

**Drives.**—There are several different methods of driving the stands of elevators—the chain, rope and belt. If chain drive is installed, it is better to place it in two sections, placing a jack-shaft about midway from countershaft to head-shaft; two sets of tighteners also should be installed, one set at the head and one set supporting the countershaft underneath the working floor. It is then an easy matter to keep the chain sufficiently tight to prevent swaying, which causes rapid wearing and frequent breaking. In using the rope drive, I find that the best results are secured by placing a 30-inch driving sheave on countershaft underneath head, and driving from this shaft to head-shaft by sprocket wheels and chain. To transmit the full power with 1-inch rope driving one stand of elevators, the rope should travel at least 1,200 feet per minute. To secure the best transmission and insure long wear of the rope, the driving sheave should not be less than 30 inches in diameter.

The belt drive, which I have been installing for several years, and which has given satisfaction to most of my customers, this past season I have improved so that it is a perfect drive and gives entire satisfaction. This is what may be termed an under-belt drive, and is installed by placing a drive pulley on the countershaft underneath the work floor, and between the two trunks of the elevator stands, the face of the pulley projecting into each trunk. This pulley is lagged with one thickness of rubber belt the same width of the pulley. After the pulley is in place, the drive belt is then put in, using the pulley in the elevator head as the driven pulley. After placing the drive belt, the bucket belt is then placed over the drive belt and over the head pulley down under boot pulley—the bucket

belt running on top of the drive belt. The drive belt may be one inch less in width than the bucket belt, and should be of the same quality as other drive belts—28 to 30 ounce duck. The bucket belt should be not less than 26-ounce duck. There should be installed two sets of take-ups, one set in the head and one set supporting the countershaft under the work floor. The set at the head tightens both belts upward. The set supporting the countershaft tightens downward and tightens the drive belt independently, making a positive, smooth running, noiseless and durable drive.

There are two other features which recommend the under-belt drive. The load on the head shaft is equally distributed on the two bearings, avoiding friction on one more than the other. The boot pulley is stationary and admits of always spouting grain below center of pulley, giving greater depth to pits by several inches than there can be when cup belt is tightened in boot. When grain is spouted below center of boot pulley, boot is non-chokable.

**Shafting and Pillow Blocks.**—All shafting underneath the elevator should be on bearings independent of the elevator, so that any settlement of the elevator will not affect the alignment of the shafting. All shafting may be 1½-16 inches. All pillow blocks should have hard grease cups and be at least 5 inches in length and rabbitted. One of the most frequent causes of fires is from overheated bearings, which cause can be eliminated to a great extent.

You are all familiar with cribbed elevators. Some of you possibly may not have conceived the idea that with the present prices of lumber, the cost of an elevator may be reduced by building a frame structure. The question then presented is: Can the frame or studded house be built without the possibility of leaking from one bin into another, and sufficiently strong to carry the load and withstand the thrust upon the walls? The question of strength has been tested and proven satisfactory where the building was properly constructed.

In the construction of a studded elevator of 30,000 bushels' capacity, the studding should be 2x8-inch No. 1 dimension, set 12-inch centers. At all corners and crossings place a 4x4 instead of 2x8. The 2x8 may be 18 feet in length, the walls being built in two sections. The studs should be set on 2x8 plates, first nailed to floor with 20d wire nails, then at top of first section a triple plate thoroughly spiked. The studs of second section should have double plate at top. Outside walls should be sheathed with No. 3 boards then sided with ½-inch lap siding, same as cribbed walls. The partitions may be ceiled with 1x6 fence flooring. Wherever the bin crossings intersect, every alternate board should be placed at right angles and extended two or three studs each side the intersections. By placing boarding of the partitions in this manner, a tie is made, which will withstand any thrust in the corners at bin crossings. In other corners than the one in which the 4x4 stud is placed, should be placed a V-shaped strip made from a 4x4 ripped diagonally, these strips to extend from floor to top bins, making the corners absolutely tight. Corbels of 6x8-inch stuff, with top beveled, should be placed every 6 feet from floor to top of walls, the corbels to be placed before siding is put on. A corbel must be placed on each side of the partition studs, then rodged with ¾-inch rods, two rods each way where the span of the walls is 8 feet and not over 14 feet. The rods must be threaded at each end with wrought-iron plate, cast washer and two nuts at each end. Otherwise the building may be of the same general construction as a cribbed building, except that it is not necessary to telescope the head or roof of driveway awning. A studded building of the same dimensions as a 30,000-bushel cribbed elevator has 32,000 bushels' storage capacity.

The cost of a frame elevator is from 8 to 10 per cent less than the cribbed. Storage annexes



can be built by studding at fully 8 per cent less than cribbing. Insurance rates should be less, the salvage being greater in case of fire, as it is possible to tap a bin of grain on the outside and release large quantities, which would be entirely unaffected by fire and smoke.

### MILLERS' NATIONAL INSURANCE COMPANY.

Colonel W. L. Barnum, for over 30 years secretary and manager of the Millers' National Fire Insurance Company of this city, has resigned, his resignation taking effect May 1. This was exactly thirty years from the date when the first policies in the Millers' National Insurance Company were issued. Colonel Barnum has for some time been contemplating a European trip and a lengthened vacation, and thought the completion of his thirtieth year of service a suitable time to sever his long connection with the company.

The board of directors accepted his resignation, and at the quarterly meeting on May 16, Mr. M. A. Reynolds was appointed acting secretary.

Mr. Reynolds, who has long been connected with the Millers' National Fire Insurance Company, is a native of New York state. His education in the public schools was supplemented by a course at a business college when he was 16 years old. When he was 19, he went to Michigan and was engaged in mercantile business, as clerk and proprietor, until 1876. Mr. Reynolds, at this last date, went into the milling business at Stanton, Mich., where he remained until 1899.

During this period Mr. Reynolds was one of the organizers and a charter member of the Michigan Millers' Mutual Fire Insurance Company, which was organized in 1882. He was one of the directors of the company for a number of years, was vice-president one term, and was closely identified with the company at all times. In 1890 he accepted the position of secretary of the Michigan State Millers' Association, which office he held until 1895. While acting in that capacity, he also gave service to the Michigan Millers' Mutual Fire Insurance Company as inspector and adjuster, his headquarters being at the company's office at Lansing, Mich.

In 1895, Mr. Reynolds resigned the secretaryship of the Michigan Millers' Association and severed his relations with the Insurance Company, for the purpose of coming to Chicago to devote his entire time to the adjustment of losses for all of the millers' mutual insurance companies, his office being with the Millers' National Insurance Company in this city.

During this period, Mr. Reynolds has handled losses involving over \$9,000,000 in policies, covering flour mills, elevators and grain, in twenty-five states and territories, and two provinces of Canada. He has thus, in his line of work, been in touch with the milling business in all of its varying phases, for more than a decade, in the territory between the Hudson River and Rocky Mountains, and North Texas to Canada. His selection as acting secretary will meet with the entire approval of the policy holders of the company.

Immediately on assuming his duties, Mr. Reynolds issued the following circular letter:

Chicago, May 17, 1906.

To the Inspectors and Agents of the Millers' National Insurance Company:

This is to announce my election as acting secretary of the Millers' National Insurance Company, to be followed a little later by the full secretaryship, to fill the vacancy caused by the resignation of W. L. Barnum, which took effect on the 1st inst., as previously announced.

This action of the board of directors will be as much of a surprise to you as it was to me, coming, as it did, wholly unsolicited, on my part. In assuming this trust, it seems proper to outline, in a general way, what may be expected as to the future course of the company, so far as I may influence it.

From this time forth, this company will cease to be in any sense a "one man" company. The board of directors, with a majority of millers in control, will more than ever heretofore dominate and direct the fortunes of the company; the of-

ficers being, as they properly should, the servants of the board, and the board in turn the actual, rather than the nominal, representatives of the policyholders. I think I may safely promise that no one now in the regular employ of the company need feel insecure in his, or her, place, as long as they do their full duty.

No hasty change of policy, or radical action of any kind, will be considered. A line of policy which has brought the company to the splendid position it now occupies is not to be lightly discarded. Everything that has made for its success and that has given it the strength and position it commands will be retained. To "make haste slowly" will be the motto, but this is not saying that suggestions looking to increased efficiency and larger security to its policyholders are not desired. On the contrary, the board of directors, through the officers under it, will welcome your suggestions and asks for your earnest co-operation in not only devising ways and means for keeping the company up to its past record, but in making it all that its opportunities make it possible to become.

Bear in mind that the company is to be, if possible, in larger measure what its name implies, a millers' company. Their interests are first, all others secondary. Remember that the surest way to get business and retain it is to merit it, and that no man attains permanent success by taking unfair advantage, or belittling his rivals.

The relations between this company and the other millers' mutuals have been cordial and satisfactory in the past; see that you do your part to keep them so.

For myself let me assure you of my kindest feelings, and beg that you give me the same hearty support and loyal service you have always given my predecessor.

Most respectfully yours,

M. A. REYNOLDS, Acting Secretary.

### KANSAS MILLERS AND DEALERS

On May 12 a large joint meeting of millers and grain dealers was held at Wichita for the purpose of discussing their mutual relations. There were a number of addresses by both dealers and millers at the morning meeting. In the afternoon all attended a ball game, and in the evening there was a banquet given by the Wichita Board of Trade, at which over 200 guests were present. J. C. Robb was toastmaster and there were several interesting talks.

F. W. Frasier, in his address of welcome, among other things said:

"A quarter of a century ago this kind of a meeting would have been impossible. It was the common belief at that time that grain dealers and millers were enemies. They believed they should not fraternize. They thought it was essential for them to stand against one another. They believed in trying to break one another up.

"To-day things are different. In the long, long ago there came a man teaching that all men should be brotherly. Down the corridors of time that truth has come to us. In the last forty years it has been codified. Everything is changed to-day. All crafts have organizations. It is no longer thought necessary that we should be enemies and strive against one another. Grain dealers may marry millers' daughters and millers can court the sister of a grain dealer. All this was impracticable forty or fifty years ago. The calling of a grain dealer is an honest calling. There is integrity in it. Only the banking and transportation business represent greater industries."

### CORN CARNIVAL.

The Commercial Association of Chicago has decided to hold a "Fall Corn Carnival" in this city, beginning on September 28 and continuing until October 13. Chas. A. Stevens, chairman of the committee of arrangements, reports \$50,000 pledged to finance the affair.

The plans are not yet announced in detail; but it appears that a capital prize of \$5,000 will be given for the best bushel of corn exhibited at Tattersall's, where the corn show will be held. A catalogue of prizes will be issued during the summer.

### IOWA GRAIN DEALERS' ASSOCIATION.

A very large number of Iowa grain dealers met at Des Moines, Iowa, in sixth annual convention, May 16 and 17. President Jay A. King of Nevada opened the convention at 2:30 p. m., and welcomed all who had come, both members and guests, and trusted that all who were present would be glad they had come. He said that he had not prepared a general address, as the program was long. It has been the policy the past year to conduct the work along broad lines, avoiding all small matters, believing that if we looked after the larger things the small questions would be embraced therein. The work had been so conducted that he felt that no one would feel cause to worry over the Nebraska Association. Probably because they had started after the Nebraska Association they had conducted their affairs along safer lines and that nothing had been done against the rights of the people. We believe, he said, "that our policies are along legal and moral lines, and that we have done good work for the trade along these lines.

In closing, Mr. King introduced J. L. McCaull, who read an instructive paper on "The Grain Trade."

The report of the treasurer was read by Secretary Geo. A. Wells. It showed a cash balance April 1, 1906, of \$2,139.56, with no delinquent dues. The report was adopted.

Secretary Wells then read his annual reports, from which we take the following:

This association is rather fortunate in having a comfortable and loyal membership, although the troubles in Nebraska last year resulted in the withdrawal of membership by several Nebraska line companies, who are doing business in this state, that has reduced the membership somewhat. Our membership now includes 352 individual firms, operating 709 houses, showing a loss as compared with a year ago of 37 individual firms and 181 houses, 10 of these having sold out.

We close the year as usual with no delinquent dues, which is our record for the past five years, and with a cash balance on hand of \$2,139.56, as shown by the treasurer's report.

This Association maintains a prestige that benefits every grain dealer in this state, whether he is a member or not. We have always maintained the position that a dealer to be entitled to recognition by the trade should operate proper facilities for handling grain and keep an open and reputable market, and this position is respected by the better class of dealers generally in the trade. We also stand for the competitive principle of doing business and are opposed to the penalty clause co-operative schemes.

CAR SHORTAGE prevailed in the northern and northwestern portion of the state during November, December and January, to such an extent that dealers suffered severe losses because of inability to make shipments on their contracts, and also because of the decline in market values.

I am credibly informed that a certain railroad company during the period of car shortage in Northwestern Iowa, when this same company were providing only about one-third of the cars wanted undertook the transportation of about three million bushels of grain from Kansas City and Omaha to the Atlantic seaboard at a very low rate in competition with the gulf lines, and allowed their equipment to go through to the Atlantic seaboard. The railroad company would probably argue in justification of this, that in allowing their cars to leave their own rails they were merely making an exchange of such equipment with the eastern lines. The facts necessary to show whether this is true or not are, of course, not easily obtainable, but I am citing this case as an example to justify the idea that if this particular railroad company was not indebted to the particular Eastern line that acted jointly in the handling of this Omaha and Kansas City business to the seaboard, then it would seem that the initial railroad company committed an act of illegal discrimination against the local shippers in Northwestern Iowa.

During the last session of the legislature, a reciprocal demurrage bill was offered, but defeated. It contained provisions that were unconstitutional, and also a provision that would have killed the force of the law had it been enacted.

A certain railroad company during the past year or two has changed the basis of its rental charges for elevator sites from a nominal charge to a revenue earning basis. Grain dealers located on that road are now required to pay anywhere from ten to fifty dollars per annum rental for elevator sites when formerly the nominal charge was five dollars. This policy seems to have been promulgated by the land and legal department of that road, the revenue of which goes to that particular department. This policy seems to absolutely ignore the just rights of the grain dealer who invests money in maintaining an elevator property on the leased right-of-way, and, in fact, performs the service of warehouseman for the railroad company



without any compensation whatever, and besides the grain dealer is disciplined and influenced more or less to protect the territory as against competition of grain dealers located on other lines, and also to make shipments to such markets as will give the railroad company the long haul. The grain dealer is also usually required to provide a certain specified amount of storage capacity to hold grain in store during scarcity of cars to accommodate the railroad company.

The terms of the lease are limited in every conceivable manner to protect the rights of the railroad company, as follows, to wit: (1) Termination of lease on thirty days' notice; (2) In case buildings are not moved within ten days after expiration of the thirty days' notice, lessee thereby conveys same absolutely to the railroad company; (3) Strict provisions as to what the buildings shall be used for; (4) If used for any other purpose than provided by the lease, the railroad company may declare the lease terminated and take possession of the property without process of law; (5) To comply with all law or ordinances; (6) To comply with any rules or regulations made by the railroad company. "Now in force, or which may hereafter be adopted;" (7) Railroad company to be relieved of all liability for damage by injury or loss because of occupation of the premises; (8) To give such railroad company preference in shipments of freight; (9) Lessee to keep buildings in neat and orderly condition and painted, using such color and kind of paint as required by the railroad company; (10) No signs to be allowed to be painted on buildings; (11) Lease cannot be assigned, sublet, used or occupied by any other party without written consent of railroad company; (12) Railroad company relieved from all liability for damage or otherwise by reason of any injury to or destruction of any real or personal property of any kind owned by the lessee, in consequence of fire caused by any locomotive, or in consequence of any locomotive or cars running off the track, and whether thereby or not any fault or negligence on the part of the railway company, or of any of its agents or employees.

It would seem necessary for a grain dealer who owns an elevator building located on such leased right-of-way to also own a magnifying glass in order to get a look at his property and be possessed of good ability in the use of the English language to describe his particular property rights. The principle involved in this question is certainly important to grain dealers.

Car door lumber furnished by railroad companies is sometimes very poor and occasionally our members complain that it is impossible to properly cooper the car doors. This complaint is not very general, but I would suggest that when a car cannot be properly coopered with the material provided by the railroad company, that the shipper advise the railroad station agent and insist that the bill of lading be marked to indicate that the lumber provided is of poor quality, etc., thus having evidence to substantiate a claim in case of consequent leakage.

CAR SEALS and the method of their use by the railroad companies is important. The use of duplicate seal numbers does not give a perfect record as protecting the grain, for the reason that especially in terminal yards the seals may be broken and resealed and there is no record of such resealing. The use of duplicate seals encourages carelessness of the train men, as they are apt to enter up the seal numbers on their reports without examination, knowing the seal number applying to that particular station at which car was loaded. I find that duplicate seals are used by the Chicago, Milwaukee & St. Paul and Chicago & Northwestern. Consecutive numbered seals by the C. R. I. & P.; Illinois Central; C. B. & Q.; Chicago Great Western; Iowa Central and M. & St. L. Rys. The Chicago & Northwestern Railway Company state that they will adopt the consecutive numbered seal in the near future, and the Chicago, Milwaukee & St. Paul Railway Company frankly admit that the method of consecutive numbers is preferable.

Bad order cars arriving at the different markets during the year, according to the records of the respective weighing departments, are as follows, to wit: Chicago, 28,870 out of 215,551; St. Louis, 11,312 or 30 per cent; Kansas City, 29,407 out of 69,007; Minneapolis, 14,316 out of 159,120. These reports indicate that more than 25 per cent of the cars arrive at these markets in bad order and must result in a proportionate loss to the shipper.

I find that there are many country shippers who have no shipping scales and who do not make a practice of computing the tonnage purchased and shipped in order that they may know what their shortage is, and I do not understand how they can be content to do business in that manner under such conditions, knowing that so many cars arrive at terminal markets in bad order.

Terminal Conditions.—Conditions in terminal markets have been much improved during the past five years, and this improvement is due to a considerable extent to the influence of the grain dealers' associations, in which this association has taken a prominent part. Chicago, Milwaukee, St. Louis, Kansas City, Peoria, Memphis and Omaha have weights supervised by their respective boards of trade or exchanges, while weights at Minneapolis and Duluth are under the supervision of the State Railroad and Warehouse Commission. Board of trade supervision has been established at St. Louis, Kansas City, Peoria, Memphis and New Orleans during the past five years, largely as a result of the demands made by the grain dealers' associations. The markets named as having board of trade supervision of weights also undertake to give the shipper every possible protection against stealage, leakage and abuses.

The weighing departments of the larger markets assume a complete supervision of the weighing, the weighers being absolutely in the employ of the board

of trade, and are not allowed to perform any service for the elevator operators whatever, the deputy weighers being changed about so that they do not become permanent in any one elevator. The good reason for this, I think, is obvious without explanation. Before such public supervision of weights was established, carload dockage was not merely a question of an allowance for natural shrinkage, but the amount taken, or, rather, stolen, simply depended on the avarice of the buyer or his subordinates; but under board of trade supervision the question has now become definite as to the amount of such carload dockage taken in the different markets, which at this time is as follows, to wit: Chicago, 40 pounds; St. Louis, no dockage; East St. Louis, Ill. (public elevators only), 100 pounds, otherwise no dockage; Kansas City, 100 pounds; Minneapolis, at elevators, 30 pounds, at mills, no dockage; Milwaukee, no dockage; Omaha, no dockage; Peoria, no dockage; Memphis, no dockage. There are indications, however, that in most markets the pounds are dropped under fifty.

Grain inspection is supervised by the State Railroad and Warehouse Commissions at Minneapolis, Duluth, Chicago, St. Louis, Kansas City, and by the boards of trade at Milwaukee, Peoria and Omaha.

Grain is inspected immediately on arrival at the larger sample markets, but at some of the smaller terminals, the grain is not inspected until placed at the elevator for unloading, which in case of congestion or delay in terminal yards, that results in deterioration in grade by heating, puts the loss on the shipper and also complicates the question of the liability for such loss.

Terminal dealers do not always send the shippers all papers with account of sales to which they are entitled, such as weight certificates, inspection certificates, freight receipts, etc., and shippers should insist on having such papers returned to them as they are necessary in making up railroad claims.

During the past year, our scale expert, Mr. E. J. Nolan, has inspected and repaired 808 scales, for which we have made a charge for inspection of \$3 per scale, also 75 cents per hour for extra time spent in making repairs.

I wish to recommend the steel frame for wagon scales that are located exposed to the weather.

We find most difficulty to do satisfactory work with hopper shipping scales as they are ordinarily constructed in country elevators, as very often the hoppers are crowded or the general construction in some way prevents a thorough examination and test.

Foundations often rest on the cribbing or frame of the building, which may settle one way or another as the building is loaded.

Arbitration.—During the past year there have been quite a number of cases offered for arbitration, all were adjusted without being referred to the arbitration committee, but three, two of which have been acted upon and the other case is now being prepared for arbitration.

The only question of general importance involved in these cases was the right of the track buyer to sell or dispose of grain shipped on contract that was refused because of having missed grade, without consent of the shipper. The arbitration committee have held in a broad sense, that the buyer should notify the shipper of such refusal, but when this is not done that the shipper can only recover damages for the actual value of the grain. It would save considerable controversy if terminal track buyers would advise shippers of refusal to accept shipments on contract, and shippers should have a general understanding with track buyers to that effect.

Encouragement of the improvement of grain crops has had much attention by this Association and we have given a large amount of time and contributed some money to this work, co-operating with the Iowa State Agricultural College.

This association last year contributed \$200 to the Iowa State Agricultural College to make up deficiency in Professor Holden's salary, and also paid incidental expenses incurred by his assistants on seed corn special trains, amounting to \$51.70, as provided by resolution at our last annual meeting.

A careful analysis of the work of this Association will demonstrate that we have employed our best efforts to benefit our members directly and the grain trade in general with more or less success along the different lines, as follows: Acquaintance and friendship, maintenance of trade rights, improvement of local and terminal conditions, correction of abuses in transportation, arbitration of differences as between buyers and sellers, inspecting and repairing of scales, publishing crop and stock reports, dissemination of pertinent information, encouragement of the improvement of grain crops.

We believe that these purposes are not only legitimate, but of benefit to the public. Bad methods and abuses necessitate wide margins of profit, while uniform methods and the absence of abuse makes narrow margins possible and profitable.

The following set of resolutions drafted by Secretary Wells were read and adopted.

Whereas, The practice of charging dockage of a certain number of pounds per car of grain is yet in force in some of the terminal markets, although it has been discontinued in others, and

Whereas, In our opinion such practice is not founded on any reasonable business principle, that the shipper is entitled to receive payment for all of the grain contained in the car on arrival; therefore,

Resolved, That we commend the action of those in control of the markets where the deduction called dockage is not made, viz., St. Louis, Mo., Omaha, Peoria, Memphis and Milwaukee.

Resolved, That we insist that as a matter of right the charge for dockage should be eliminated in all markets, and we urge that it be so done.

Resolved, That as between two terminal markets,

the taking of dockage in any amount at one and not at the other is a point in favor of making shipments to the market at which no amount for dockage is taken.

Resolved, That we commend the use of car seals having consecutive numbers for the reason that the railroads using them have found their use to be more satisfactory than seals with duplicate numbers, both to themselves and their patrons; that we respectively request the railroad companies in Iowa now using car seals with duplicate numbers to change to a system of seals with consecutive numbering.

Whereas, Railroad companies have indicated that in the settlement of claims for shortage, an allowance of  $\frac{1}{2}$  of 1 per cent should be made to cover natural shrinkage; and

Whereas, The actual shrinkage in transit in cars which move in good condition has been shown, by a careful record of large numbers of cars, to be less than  $\frac{1}{4}$  of 1 per cent; therefore,

Resolved, That the claim for such allowance is unwarranted and not justifiable, and we protest against such amount being deducted in the settlement of any claim under the plea of natural shrinkage, that if any natural shrinkage is a reasonable charge, it should not in any case exceed  $\frac{1}{4}$  of 1 per cent.

Whereas, The delay of shipments of grain in transit is a matter of serious loss to the shippers of Iowa because of the damage done, in many cases, to the grain while en route, the delay being entirely accountable for it missing grade; and

Whereas, It has been ascertained that at some terminals cars of grain have been allowed to stand on track without inspection for a considerable time and until after being placed at the elevator for unloading; and

Whereas, The consignor is entitled to have the grain inspected immediately on arrival and to a settlement on the basis of grade which the grain is found to be by prompt inspection, and should not be subjected to any danger of loss in deterioration because of delay in inspection; therefore,

Resolved, That we demand the immediate inspection of all grain on arrival, that in any case where it is not so inspected and damage resulting from such delay shall be regarded as chargeable to the consignee, whenever the delay is within his control.

Resolved, That the members of this Association are hereby requested to report to the secretary each and every case of delay at terminal markets, together with the cause of delay, if known, that the secretary may ascertain the circumstances surrounding the case as far as possible.

Resolved, That in all cases coming to the notice of the secretary of delay at a terminal market, it shall be his duty to obtain all possible information relating to the case, and if he finds that any material delay occurred after arrival and before inspection, and that such delay was caused or allowed by the consignee, it shall then be the duty of the secretary to report such facts to all the members of the Association, in order to enable them to avoid making shipments to parties occasioning such delay and consequently possible damage and resultant loss.

Whereas, A large per cent of the cars of grain received at terminal markets arrive at the elevators unsealed, it being evident that such cars were not resealed after being opened for the purpose of inspection; and

Whereas, Cars of grain standing unsealed in any terminal market afford an opportunity for stealage, which with proper care might be avoided; therefore,

Resolved, That all parties responsible for the re-sealing of cars of grain in terminal markets are hereby requested to take into account the importance of having that work carefully done, and all cars resealed after inspection, to the end that the interests of the shippers may be protected in that regard so far as is possible.

Whereas, Losses have been and are being sustained by shippers of grain, in some cases amounting to large sums, because of delay in transit, which delay in very many instances was unnecessary and could have been avoided, the loss occasioned by such delay being in consequence of deterioration in quality, change in market values, or limitation of contract; and

Whereas, It is very important to the shipper that such delay be prevented whenever possible in order to avoid the attending loss, and it is or should be of some importance to the carrier that all unnecessary delay be minimized to the lowest possible extent in order to avoid liability for losses and the vexations of consideration of numerous claims; and

Whereas, We believe that if this matter is presented to the transportation companies, benefit may result to both shippers and carriers; and

Whereas, A common cause of serious delay is the practice of accumulating a long string of cars on a side track and then taking out first those which were set in last, possibly repeating the operation several times before clearing the side track of those first set in; therefore,

Resolved, That we urge upon all transportation companies operating in Iowa the necessity and advisability of discontinuing the practice of allowing cars of grain to so remain on any side track, that such cars will be taken to market substantially in the order they are received; and

Resolved, That grain is so liable to be damaged in quality by delay that especially at certain seasons of the year it may reasonably be classed as perishable, and should be moved with all possible dispatch, that we expect to hold the railroad company responsible so far as possible for any damage resulting from unreasonable delay.

Whereas, The erection and operation of a grain elevator on any line of railroad inures to the benefit of such railroad, in providing a warehouse where grain may be taken in and accumulated in



quantity so that cars may be loaded for shipment without loss of time, and also tend to induce business to the railroad, the understanding of which seems to be evidenced by the fact that one of the first matters considered by the railroad company when the construction of the road is begun, is to provide for the erection of elevator facilities along its line; and,

Whereas, It cannot be questioned that the railroad company is benefited by the erection and operation of grain elevators along its line of road; therefore,

Resolved, That it is unfair and unjust to the owner or operator of such grain elevator to be compelled to pay an amount of rental for his elevator site that will be an interest paying investment on the ground so used; and, further

Resolved, That the grain dealers of the state insist that only a nominal rental should be charged by any railroad for the use of elevator sites, and urge upon the officials of the several railroads operating in Iowa that this matter be given consideration, to the end that any road having adopted the policy of large rental may revise that policy, and that such roads as have not adopted such policy will not do so, and also that any conditions in the form of lease which are prejudicial to the rights of the elevator owner may be eliminated.

Whereas, It is a well recognized fact that shortages in the outturn weights of grain shipped is the cause of considerable loss and one of, if not the most annoying things in connection with the grain business, more annoying because of the difficulty in locating the cause of the shortage; and

Whereas, We find by experience that one of the principal causes of shortage and perhaps the most difficult one to locate is leakage en route; that such leakages in a large percentage of cases are obscured and covered up by the fault being repaired at an intermediate station, such repairs being done after more or less grain has leaked out, and done in such way as to cause the car to appear in perfect order on arrival; and

Whereas, A car having so leaked and been so repaired and appearing to be in good order on arrival, presents the anomaly to the consignee of being short in weight without any apparent cause. He knows that some of the grain is gone, but where it went is a perplexing question; therefore,

Resolved, That as a matter of right the shipper is entitled to know the circumstances connected with any shipment he makes, especially when such circumstances reduce the value of his property.

Resolved, That in equity and justice the transportation company should make a record of the repair of any car en route, which report should show that repairs are made and at which station the repairing is done.

Resolved, That the officers of this Association are hereby directed to make the best possible effort to bring about a compliance with these resolutions.

Resolved, That we hereby present this matter to all other grain dealers' associations and respectfully request them to co-operate in an endeavor to obtain a report on every car repair en route.

Resolved, That while we are not disposed at this time to raise any question regarding state supervision of the inspection of grain in terminal markets, we are emphatically in favor of board of trade or merchants' exchange supervision of weights in all the terminal markets with which we have business relations, for the reason that we have found such supervision to be so much more satisfactory to the shipper than when the supervising was done under state authority. We commend those markets having board of trade or merchants' exchange supervision of weights and urge the adoption of such supervision in those markets now under state supervision. We ask the receivers of grain in such markets to make the most earnest effort possible to cause the abolishment of state supervision of weights.

About 200 dealers were present at the banquet given by the Association at 6:30 o'clock, in Gibson Hall. The speakers for the occasion and subjects of their addresses were as follows: Dr. A. B. Storm of Agricultural College Ames, "The Iowa State College of Agriculture;" C. F. Curtiss, dean and director of the college and professor in the agronomy department, "Crop Improvement;" Prof. P. G. Holden of Agricultural College, "The Good Work of Iowa Association;" Asa Turner, president of the Iowa Corn Growers' Association, "Why He Has Not Left the Farm for City Life;" J. W. Jones, secretary of the Iowa Corn Growers' Association, "The Extension of the Work;" L. T. Jamme, secretary of the Minneapolis Chamber of Commerce, Minneapolis, "Weights and Inspection;" J. J. Stream of J. C. Shaffer & Co., Chicago, "The Chicago Market;" C. H. Feltman, Peoria, Ill., "Peoria Weights;" R. W. Van Tassel, president Peoria Board of Trade, "Peoria Inspection and Rules of Peoria Board of Trade." T. R. Ballard, St. Louis, read a paper by J. H. Warren, supervisor of weights at St. Louis on the subject, "Work of St. Louis Weighing Department." E. D. Bigelow, secretary of the Kansas City Board of Trade, closed the program of the evening with a talk on the subject, "Kansas City as a Grain Market."

## WEDNESDAY MORNING.

After the call to order by President King, Secretary Wells read the report of the railroad claims committee, which was adopted, as follows:

The railroad claims committee have considered quite a number of claims. It has not been the understanding, however, that this committee should act especially as an agency for the collection of all claims, but rather to consider such claims as have been refused by the railroad claim departments, and to review the reasons as given by them for such refusal.

Railroad claims on grain shipments most generally involve the following questions, to wit: (1) Leakage in transit; (2) Stealing in transit; (3) Unreasonable delay en route; (4) Unreasonable delay at terminals.

The possibility of loss on account of leakage and stealing is clearly shown by the records of the weighing departments of the different terminal markets, whose weighing departments now keep a systematic record or condition of cars and car seals as they arrive.

Railroad companies are unquestionably liable for loss because of leakage as result of decrepit condition of cars or of shortage in case it can be shown that the cars are not kept properly sealed by the railroad companies while in their possession en route and in terminal yards; and this also includes the responsibility of resealing cars after inspection at terminals.

If the shipper provides the proper evidence, including positive weights at shipping point, there should be no necessity for controversy in settlement of such claims, and so far as our experience goes, the railroad companies are disposed to assume such liability and pay such claim when properly substantiated by evidence. We hold that the shipper is responsible for the proper construction and cooperating of the grain doors and that the carrier should provide all lumber and material necessary to construct and cooper the grain doors in a substantial manner.

Claims for damage because of delays en route, or at the terminal yards, are not so easy to establish because of the many complicated conditions that arise, and besides the responsibility of the carrier has not been clearly or technically defined so far as we are able to ascertain.

In the absence of a legal excuse the carrier is answerable for any unreasonable delay to forward shipments in the time which is ordinarily required for transportation by the kind of conveyance which he uses. Storms, floods and other natural causes excuse delay. A bridge may burn down, or a mob tear up the tracks, and the only duty in such cases resting upon the carrier, not otherwise at fault, is to use due diligence to overcome the obstructions thus interposed and to forward the shipments to their destination. There is no law or court decisions, as far as we know, that have established a definite basis to be considered as reasonable time for the movement of grain shipments by the carriers, and this becomes a very vital question in some cases.

Delays in transit may result in loss to the shipper by decline in market if grain be consigned, and of deterioration in condition in the case of damp grain which, if the delay is long enough to cause a heated condition, results also in loss of weight. A car of corn may shrink from two to three thousand pounds if it becomes heated.

We are disposed to make reasonable allowance for the ordinary contingencies that may arise in the movement of grain shipments, and we believe that it would hardly be consistent to expect the movement to be strictly on schedule time, thus we have adopted the basis of double schedule time as the maximum reasonable time for the movement of grain shipments.

Shortage of motive power often necessitates setting out cars at side tracks en route. These surplus cars often accumulate for several days until they can be forwarded, and when they are forwarded the last car set out at a siding is the first car taken away. Thus the first car set out is the last car taken away and it thus becomes badly delayed.

It is not difficult to establish a legal claim for damages because of unreasonable delay en route, if the shipment is handled entirely by the initial carrier, but the complications arise when the shipment is handled by two or more carriers and possibly transferred en route, besides being delayed in the terminal yards.

The bills of lading of all railroads specifically constitute a contract releasing the carrier from all further liability when the shipment is properly delivered to the connecting line, which often complicates the question of placing liability for damages because of delay in transit. If such delay has occurred entirely with one carrier and positive evidence is at hand, the question of liability is a simple one, but if the same shipment has suffered delays while in the hands of two or more connecting lines, then it becomes a question of adjustment as between the different carriers concerned, which involves more or less controversy and delay in arriving at satisfactory settlements that must be made both as between the carriers themselves and then as between the carriers and the shipper.

Delays in terminal yards give rise to some very peculiar complicated questions in fixing the liability and the carriers may not in all cases be the responsible parties.

Conditions may arise in the setting of the grain and the switching instructions may be such as to delay that may seem unreasonable unless the circumstances be understood.

We find that the operators of terminal elevators are often responsible for unreasonable delays in the terminal yards, especially when there is a congestion, by giving orders to the railroad companies to

place special cars for unloading without regard for the order in which the cars arrived. We presume that this is a result of the elevators being crowded for room and the need of certain kind of grain in filling their shipping orders, thus unloading the cars without regard for the order in which they arrived.

If the grain is inspected and sold when car arrives at the terminal, the shipper will suffer loss because of delay in the terminal yards only where grain becomes heated, and thereby a shrinkage in weight, but grain is not inspected on arrival at all terminals, and in such cases the shipper suffers loss because of both shrinkage and discount in price on grain that becomes heated because of such delay. Heated grain is apt to be a common trouble in southern markets, and in all markets during certain years like the past year regarding corn.

We have found a few special questions involved in certain railroad claims that have been presented, one of which is perhaps worthy of mention, as follows:

An authorized agent of a certain railway company quoted a joint rate of 8½ cents on corn from a certain local Iowa point to a local Illinois point and the corn was purchased and sold on that basis of freight rate. The local agent at the shipping point, however, billed the corn out at 13.6 cents per hundredweight. The shipper presented claim for the overcharge which was refused.

The rate of 8½ was made in good faith and according to the tariff as construed. Two other representatives of the roads concerned contended that the rate should be 10 cents, another that it should be 12½ cents. We finally referred the question of rate to the Interstate Commerce Commission at Washington, and they construed the rate to be 12.08 cents and that the tariff originally quoted did not apply.

The question thus involved then is whether or not the railroad company is liable for a rate quoted in error by their authorized representative, and the claim is still in the hands of the claim department. We consider the railroad company in this case as liable on the basis of the rate of 8½ cents as quoted in error by their agent.

Certain railroad companies have adopted the plan of deducting from all shortage claims one-half of 1 per cent for "natural shrinkage and variation in scales." We have figures on 226 cars weighing 13,838,315 pounds at shipping point that weighed at unloading point 13,818,065 pounds, thus showing a shrinkage of 20,250 pounds or less than 1.7 of 1 per cent. Also other statements of smaller numbers of cars showing that such shrinkage is less than ¼ of 1 per cent.

We understand that the state law of Kansas provides for a shrinkage allowance of ¼ of 1 per cent, which we believe to be liberal and all that should be allowed.

Railroad claim departments are disposed to require that original bills of lading and freight receipts be attached to papers filed in making claims. We find that it is impossible to procure them in some cases where the cars have been forwarded on original billing to distant points on connecting lines. While we have not investigated the question legally, we do not believe that failure on the part of the claimant to provide these papers would invalidate the claim.

Officials of claim departments show a disposition to refuse claims on technical excuses to a greater or less extent rather than to give broad consideration to the justice and equity of the claims.

In a certain case a car of corn was 42 days in transit to a nearby market, and the shipper suffered a loss of 6 cents per bushel, for which he made claim against the railroad company. Claim was refused because of "severe snowstorms causing delay for which the railroad company were not responsible." An investigation of the records of the weather bureau showed that the total snowfall during the time of 42 days that the shipment was in transit was only nine inches in that locality. We could cite several other refusals of a similar character that were not well founded in fact.

We find that shippers often make up their claims in a careless manner and we can easily understand how such claims get indifferent attention by the claim departments. We would urgently recommend that all refused claims be submitted to this committee for examination, and if found to have merit to be again presented to the claim departments by the chairman of this committee.

H. N. Sager, chairman of the grain committee of the Chicago Board of Trade, made an address on Grain Inspection at Chicago.

## WEDNESDAY AFTERNOON.

At the opening of the afternoon session President King introduced E. J. McVann, secretary of the Omaha Board of Trade, who spoke on Omaha as a Grain Market.

W. McFarlin read the report of the nominating committee, recommending the election of officers, as follows: President, J. A. King, Nevada; vice-president, J. A. Tiedman, Fouda. Governing Board: E. J. Edmonds, Marcus; D. S. Baird, McGregor; D. Mulligan, Jefferson; Lee Lockwood, Des Moines; J. A. Carden, Winfield.

Mr. King peremptorily declined to run another year, and the committee amended its report by nominating Lee Lockwood for president and E. J. Skewis to fill the latter's place on the governing board. The report was then adopted, following which the meeting adjourned.





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CHICAGO, ILL., JUNE 15, 1906.

Official Paper of the Illinois Grain Dealers' Association.

### RECIPROCAL DEMURRAGE.

The National convention's reciprocal demurrage resolution will commend itself as properly conservative. The grain men have been tempted by much indifferent railway service and consequent loss to overlook the real point at issue, which is not the collection of a paltry demurrage fee as their damages, but a betterment of the transportation service when good service is especially needed. Various states have in their courts awarded damages to shippers who have been able to prove to the court's satisfaction their actual losses through insufficient service—a much more difficult task than many shippers imagine until they try to prepare such a case for trial; and this remedy is within the reach of any shipper who appeals to the court with facts to back the allegation of his bill; and no reciprocal demurrage law can strengthen the shippers' position in this respect and might weaken it by encouraging a limitation of actual damages to the paltry fee itself, as the railroad must needs do for its part when tardy shippers hold cars, gladly paying the demurrage for the privilege.

The features of the Virginia law, conceded the best state railroad law for the shipper, is not its reciprocal demurrage provisions, but its mandate that loaded cars shall be moved at least fifty miles daily; and most students of the transportation problem are agreed that continuous movement is the only solution of car blockades with the resultant "famines."

In the absence of information as to the provision of the Hepburn bill upon this particular question, and the manifest necessity of national legislation to cover the point under discussion to make its application universal, one

must agree with the National convention that a conference of railway men and shippers is the true way to bring about a betterment of the service; for it is likely the railroads will hereafter be more amenable to shippers' reasoning than they have been. At any rate, reciprocal demurrage by state action would be a palliative, perhaps; it would not, however, be a specific for the difficulty itself, which is largely interstate in character.

### THE CONVENTION.

The keynote of the National convention was one of confidence in the future. The grumblers have ceased to grumble, in the open, at least; and the administration is again in favor. A year and a half of desuetude proved enough to demonstrate the necessity of a national association, as the last half year has been sufficient to establish the vitality of the present national body.

As usual, however, the country shipper was conspicuous by his absence. Shippers like Mr. Neal may criticize the National and its receiver-friends; but in the last analysis the National must do its work without their presence and to a large extent without shippers' money and personal influence—not that the country shipper is tight with his money, for he pays for association work, nor is without influence, but because he has had so much done for him by the public grain exchanges and the receivers, he has to a large extent lost the habit of looking to his own initiative to correct those evils of the trade which do not assail his pocket-book directly, however much, like a dry rot, they may tend to destroy the integrity of the trade itself. The reaffiliation of Oklahoma and Illinois is a hopeful sound from the West, where other big state associations still stand aloof; but the future of the Association seems assured, nevertheless. Individual shippers in the big surplus states who are able to discern tendencies also see the value of the National as a trade balance wheel and will certainly support it and will also permit the non-paying and non-working end of the trade to enjoy the benefits as they have in the past. This is always the way in trade organizations, and perhaps always will be.

### UNIFORM INSPECTION.

The debate on grain inspection was, perhaps, the most valuable discussion of the National convention. Involving, as it did, some frank confessions, the debate threw considerable light on a trade condition rapidly becoming intolerable to grain consumers. The debate was unique, also, in this that it was the first time this subject has ever been seriously considered by the National Association, in spite of the fact that it has been more than once forced upon its attention by the work of the Chief Inspectors' National Association; and in this also, that, for the first time, the problem of uniform inspection was discussed without hearing the familiar objection, in the nature of a begging of the question, that uniform inspection is impossible because the grain itself is not uniform. In short, the trade seems at last to be coming to the position oc-

cupied for several years by the Chief Inspectors' Association (and this paper, which long stood alone among the press on this question), that uniform inspection is both desirable and practicable. The debate was further singular in this, that Mr. Tyng is, so far as we now recollect, the first Western man in the trade to suggest that the exchanges take action looking toward uniformity of phraseology in the rules and to the making of standard samples of the grades. The most desirable reforms come only by slow removes. So, too, uniformity of grain inspection will come only after long agitation and urgency. This debate seems to point at last to a serious beginning by grain dealers.

### THE NEBRASKA CASE.

L. M. Pemberton, referee of the Nebraska Supreme Court, in the so-called grain trust case, on May 28 filed a report, in which he recommends that the state is entitled to a perpetual injunction against the Nebraska Grain Dealers' Association, except in so far as the injunction would restrain members of the Association from soliciting or receiving railroad rebates. The report says:

This exception is made for the reason that the evidence does not show that the defendants were soliciting a rebate from any railroad company, or threatening to do so.

Unless it be construed that the line companies of Nebraska constitute "the trust," the report is meaningless; and grain dealers, so far as a layman can see, need have no concern about it, except for the mean insinuation that the Nebraska Association was in fact a "trust," which it never was. The injunction is only a command to "be good"; and no penalty can obtain for any alleged acts of the alleged combination done prior to the existence of the Junkin Act (July 1, 1905), under which, the referee says, the state has elected to proceed; so that no company franchises can be forfeited as demanded by the state by virtue of the Gondring act of 1897.

This report probably finishes the case, since the Supreme Court says it desires to get rid of it at this term and will soon file its own final decision. To this end the court has refused to remand the case to the referee for further hearing of testimony to disprove the "trust" accusations.

The entire proceeding is now conceded by the state press to have been a piece of pure political twaddle, which has turned out a complete fiasco, as, of course, all informed men expected it would; for the reason that the iniquitous thing in Nebraska—the elevator allowances—that puts it in the power of a few line companies in Nebraska to direct the trade of that state, or any other form of rebate, is not forbidden by state law. And even were there such a remedy, the Attorney-General would have had the greatest difficulty in proving that the farmer suffered by this inequality of opportunity, which is the fate only of the independent grain dealers whom the state had the effrontery to include in the category of members of this so-called "trust."

The Chicago Board of Trade has secured perpetual injunctions against Edwards, Wood



& Co. (and their successor) and the A. N. McDermott Commission Co. of Kansas City, to prohibit their using the Chicago quotations for bucket-shopping purposes. And yet Milwaukee is not satisfied with Chicago's morals.

### THE DIFFERENCE IN AND OUT.

The reader of the debate on grain grading at the National convention must not take too literally the apparent confessions of chief inspectors that the inspection in and out is dominated by the grain committees. The idea expressed, however plainly, was simply that the inspectors inspect to favor their own markets. It would be asking too much of human nature to expect anything different of them, so long as there are seeming necessities and rules are flexible and subject to various interpretations; for all markets are influenced by certain powerful or commercially important interests which—consciously, perhaps, but more likely unconsciously—are reflected by the grain committees, whose views inspectors in turn in the same spirit reflect without any violation of the rules or their oaths of office. And, as may happen without deliberate intent also, in markets where the grain committee is subject to frequent changes, the individuals of the committee, in their turn, naturally favor the grain, expecting in the course of the rotation of membership service to be similarly treated when their own time may come for appearing before the committee. Then, again, the known destination of the grain may affect the grading—the matter of its sale locally or for export having a direct influence upon the judgment of the inspector.

These remarks need not be construed as animadversions upon the inspectors, nor, indeed, upon the grain committees. The debaters themselves did not; they simply stated matters of fact—inevitable tendencies of honest men influenced by trade customs, the results of which mean, however, a steady and universal lowering of all the established grades of grain in all markets, to the injury of consumers. The question is, How long will the consumer stand it?

### NATIONAL GRAIN INSPECTION.

On the motion of Senator Hansbrough of North Dakota, the Senate has embodied the following section in the agricultural appropriation bill, being the 52d amendment made to the bill by the Senate:

(52) To enable the Secretary of Agriculture to establish, at such points of export as he may deem expedient, laboratories for the purpose of examining and reporting upon the nature, quality and condition of any sample, parcel or consignment of seed or grain, fifteen thousand dollars, or so much thereof as may be necessary; and the Secretary of Agriculture is authorized to report upon such samples, parcels or consignments from time to time, and the reports so made shall serve as a basis for the fixing of definite grades, to be determined by the Secretary of Agriculture as the evidence at hand may warrant.

The amendment afforded Senators La Follette and McCumber an opportunity to "roast the grain trust" and the Minnesota inspectors; but that is an old story. The more immediate matter of interest is the query, Is this the

entering wedge for a system of national inspection of grain? The Seaboard looks at it in that way; and Eastern exchanges at once began to file their protests that they prefer exchange to government inspection.

It is too early at this writing to dwell upon the import of the amendment quoted. Until the bill with the amendment shall have become law, the department is likely to be non-committal as to the interpretation it will put upon this delegated authority and its scope; and while the department favors the amendment it will not announce its aims and purposes until the bill is law—will not try to cross the bridge until it reaches it.

Could they be confined to a limited purpose, the said laboratories might be welcomed; for as Mr. Inspector Shanahan said in the inspection debate, uniformity of grain grading will hardly be brought about merely by the adoption of uniformity of phraseology of rules that would still be subject to a multitude of interpretations; but, rather, through the use of definite percentages of impurities and standard samples, the control of which might become, through this amendment, the function of the proposed laboratories, as the making and sealing of the standard grade samples in Manitoba are in the hands of the Grain Standards Board.

### TAX-FREE ALCOHOL.

The United States since 1862 has not been particularly happy in its internal revenue legislation, very little of which has had the benefit of expert construction. No single tax more clearly demonstrates this fact than that on grain alcohol. From 1818 to 1862 there was no such tax, which then was born of the financial needs of the North in the Civil War, as it had previously been used, from 1791 to 1800 and from 1813 to 1818, to meet pressing financial necessities. Congress in 1862 began with a low tax that produced much revenue; then the tax was repeatedly manipulated by speculators and ranged from low to high, as their operations went; the law producing less revenue as the tax went higher.

Another fundamental weakness of the law was its failure to differentiate between the forms of alcohol to be used as a beverage, and that to be used as a raw material of the arts, the direct result of which policy was the crippling of all those industries in which alcohol is a considerable factor and in which, of course, European countries, which have long enjoyed free alcohol of that kind, have far surpassed us.

At present the tax on grain alcohol is \$2.06 a gallon, or more than ten times its actual value; but by the bill signed this month by the President this tax is removed from all grain alcohol that shall have been denatured, the law to take effect on January 1 next; and American industries dependent on this substance are made free for the first time in over forty years.

The effect of this law upon agriculture cannot fail to be greatly beneficial, since the uses of cheap alcohol will rapidly increase, both in kind and quantity. How far the new distilleries will resort to grain only remains to

be seen. Potatoes and the sugar plants are now the chief source of alcohol in Europe; but the number of agricultural products other than grain, potatoes and the sugar plants, that yield alcohol, first directly and from their by-products, is very large; so that there is little reason to believe that grain will be used exclusively for its manufacture; although it is probable that after January 1, 1907, the first call of the distillers will be for more grain, chiefly corn, and that that call will continue until the industry shall have been completely established and adjusted to commercial conditions.

### AN UNFORTUNATE PROCEEDING.

Among the resolutions presented at the National meeting was the following:

Whereas, We recognize that where systems of official state inspection now exist it would be practically impossible to make a change or to restore the inspection to the central market exchanges; be it

Resolved, That the Grain Dealers' National Association would hereby urge that said grain inspection departments be organized under a system of merit, or civil service, laws; and we hereby recommend to all grain dealers that they use every effort to obtain such laws in the states now operating state inspection departments.

The committee (only one member of which belongs in a state having state grain inspection) recommended the tabling of the resolution on the ground that it was inconsistent with previous action urging a repeal of the laws creating state departments; and it was so tabled.

Thus unfortunately consistency was maintained at the expense of such portions of the grain trade as are directly affected by state inspections. For he is but an indifferent student of government who has not observed that while democracies may change the mode of wielding power, they rarely—one might say never—surrender a power or privilege of which they have once obtained possession. So little hope is there, then, of ever repealing existing state laws controlling grain inspections the trade will rather find itself hard put to limit them to their present extent and to prevent the National government from assuming control over the inspection of grain in interstate commerce.

So instead of chasing the will-o'-the-wisp of repeal, the better part would have been for the committee to have recommended and the convention to have adopted this resolution and given the friends of the merit system in state inspection departments the moral support of the endorsement of a national body, representing a great commercial interest, and so have done what it could to bring about the best service possible under laws that there is no reason to believe any grain dealer now living will see repealed, however desirable such repeal might be.

When terminal elevator leases are voluntarily terminated by lessors and railways announce that existing leases of elevators will not be renewed at their termination, it begins to look as if the "elevator allowance" will have to go, and others than the lessors have a "square deal."



## Editorial Mention.

The National Association is "going some" again.

Now is the time when the gay and festive private crop reporter lifteth up his voice in public places and maketh a loud noise.

The influence of the National Trade Rules is expanding, the Atlanta Grain Dealers' Association on May 23 having endorsed them.

The present farmers' cooperative movement in Iowa has been compared with the famous granger movement of twenty-five years ago. In which case, the craze is likely to be short-lived.

No doubt there is going to be a demand for corn for making denaturized alcohol; but it is hardly likely to be great enough immediately to warrant farmers holding their corn until January 1, 1907, to realize.

The New York theory may be correct, that it's a question of price and not of quality that sells grain for export; but some recent strictures of the London Corn Trade Association on the quality of corn received from some South Atlantic ports imports a different view, on the other side, at least.

A. I. Valentine has abandoned the grain trade, at least for the time being, and there is a rumor that J. Ogden Armour, too, has said he means to abandon grain speculation. The trade will miss both and the Board may have to resort to a boiler explosion in the basement semi-occasionally to maintain normal conditions in LaSalle Street.

A farmer in Madison County, Nebraska, has brought suit against a cooperative company to test the question of the right to own an unlimited number of shares of the company. The by-laws limit each holder to five shares only, but the complainant says he owns a large part of the unregistered stock and wants that ownership recognized. Is the by-law an illegal restraint of trade?

A Joliet newspaper man recently asked a retired grain dealer of Will County why there have been so many failures in the business. He said: "Storing grain free without limit and contracting for grain are at the bottom of most failures in the grain business." Apparently, as to contracting, the said r. f. was not a hedger. Many old-time dealers were not; but that kind is rare now.

The craze for investigation has struck the grain trade via Washington; and it is presumed the Department of Commerce and Labor, as directed by resolution, will soon "take another fall" out of the "elevator allowances." The Commerce Commission has already exhausted this matter and judicially found them objectionable but not illegal; but that will not deter the Commerce and

Labor people from stirring up the animals again, and so help to solidify public sentiment against the allowances and to hasten their abolition—a consummation that is certainly not far distant, since so long as the allowances exist they will be a standing menace to the stability and uniformity of rates.

The Illinois Association having abandoned Decatur as the sole and only place for holding its annual meeting, Bloomington has put in a bid for the meeting of 1907. It may well be considered whether the holding of the big meeting in various cities of the state might not awaken a local interest that would be beneficial in disabusing the public mind of any lingering apprehension that the Association of a "trust," or inclined that way.

The Iowa Association is quite disappointed with the declination by Lee Lockwood of Des Moines of the presidency of that body. Mr. Lockwood was on the Coast when the election took place, and it was hoped his well-known interest in association work in general and in the Iowa Association in particular, would be sufficient incentive for him to accept office; but finds his time too much occupied, it is said, to assume this added responsibility.

The United States Supreme Court has sustained the Circuit Court in refusing to order the roads involved in the famous "Hay Case" to reduce the classification of hay from the fifth to the sixth class, as directed by the Commerce Commission. The court was divided, so that no decision was filed; but it may be presumed the opinion of the trial court was held to be sound, to wit, that the Commerce Commission had no power to order the change of classification.

It is, of course, a fact that the benefit of the reduction of 10 per cent in state rates on grain will not benefit Illinois dealers, but will all go to the producers of the grain, for whose sole benefit the Illinois Association has expended some of its energies in assisting the committee of manufacturers upon whose initiative this long-delayed cut in rates was made. In Indiana, on June 12, the Railroad Commission made a similar order, the benefits of which also will go to the producers.

The Illinois association was, perhaps, over solicitous, in tabling a civil service resolution, that it might even remotely give countenance to the idea that the Warehouse Commission should put weighers into Illinois elevators. The politicians may promise, but there is little faith in their performance, since every improvement in the public service grain men are interested in, in this state as in Missouri, has been made in spite of the politicians in charge of state commissions—wrung from them by sheer force of public opinion persistently directed. The grain men want good service, but they are not taking any chances; and this action is the best kind of notice to the Commission that they must keep hands off of new territory, so to speak, and should

withdraw from East St. Louis and permit the St. Louis Merchants' Exchange to look after shippers' interests in that market.

Senator McCumber in a recent speech told the Senate that one head-of-the-lakes elevator received many millions of bushels less of the highest grade of wheat per year than was shipped from it and many million bushels more of the low grades than it sent out. Ergo, the grain was undergraded in and overgraded out. But Eastern millers and the foreigners who buy this overgraded grain say it is just the other way: that the grain is hopelessly sophisticated from the hour it leaves the farmer until it reaches the mill. Now who is right, Mr. Senator, you or the consumer, the miller?

The H. Parker Grain Company has appealed a suit against the Rock Island Railroad Company to the Supreme Court, which promises to break the record. The suit is the result of a \$19 claim for shortage in a car of wheat. The costs in the case now amount to over \$500, to say nothing of the attorney fees.—Topeka Paper.

Knowing nothing whatever of the merits of this case it would be impertinent to comment upon it; except to say that when a railway corporation undertakes to resist a claim its prosecution becomes a matter of principle and nothing more, since in the majority of such claims as this the amount in controversy is soon eaten up in costs and lawyers' fees.

A certain grain buyer in the Northwest was found to be \$1,351 short in his accounts with his company recently; but when his principals preferred a criminal charge against him, the patrons of the elevator he had had charge of agreed with the J. P., that the agent's difficulty was not embezzlement but the result of a failure to take a sufficient amount from the farmers in dockage, or by "errors" in weighing; and by a popular subscription they raised the funds to satisfy the elevator company and the case was dismissed. Certainly queer things do happen nowadays, even in the grain business; but who was "queer" here?

Railroad men are not agreed yet as to what a rate is. Some hold it to be a tax; others, a commodity; still others a service. All of which are distinctions without much substantial difference. Practically speaking, a rate is one of the elements of the cost of production. The difference between this element and others entering into productive cost is that, in a normal condition of things, the rate is outside the control of producers; and, therefore, any inequalities of the rate for the same service, as we may say, places the victim in an unfair and helpless position, his business existence depending wholly on the relation of the rate to his normal profits. If discrimination in the rate is equal to or greater than the profit, the victim is destroyed. Now, as the railway is a quasi-public servant, obtaining for its benefit privileges accorded only otherwise to the government itself, it should be as impersonal in its rates and the character of its service as is the government in its sale of postage and revenue stamps. It may take



a long time to come to this happy condition in rate making, but no final settlement of the railroad question can be on a less wholesome basis.

The losses on grain in the Ft. William elevator wreck, by Canadian law (or absence of law), fell upon its owners; but Mr. F. W. Thompson, managing director of the Ogilvie Flour Mills Co., Ltd., owners of the elevator, says that

my company is willing in the interests of all purchasers of grain to join with the grain exchange in petitioning the Dominion government to amend the grain act by making all elevators, both terminal and otherwise, throughout Canada, responsible in the future for all such losses. The Ogilvie Co. will then undertake to pay and make good to all storers of grain in their Fort William Elevator any loss occasioned by the recent accident as if such amended act applied to this past loss.

If Mr. E. P. Bacon, the father of the movement to increase the powers of the Commerce Commission for rate regulation, is satisfied with the Senate version of the Hepburn bill, the rest of the fraternity of grain buyers need not worry about the "court of review" features, which so greatly concern our Texas friends. "The great merit of the bill," says a cotemporary, "is that it fixes severe penalties for rebating, favoritism to private car owners, juggling by means of terminal charges, collusion and fraud in connection with branch lines, switches and spurs, tyranny by express companies and pipe lines, and discrimination of almost every conceivable kind. It was a work that needed to be done. In its present form the bill gives promise that the great corporation and the carrier in league of favoritism will be curbed, and the country will owe this result to the President and the Senate which has framed a constitutional measure."

Mr. Langson's report as secretary of the Milwaukee Chamber of Commerce is distinguished as an indictment of the Chicago Board of Trade, which, says the report, "has abandoned its lofty position as the champion of commercial integrity and placed itself on the lawless plane of the bucket-shop." All this because the Chicago Board has "failed to profit by the counsel of its ablest and wisest members to continue to avail itself of the facilities which Milwaukee placed at its disposal," etc. This can hardly be taken seriously. It cannot be an abandonment of a moral plane to do in Chicago what one may do in Milwaukee. True, Mr. Langson has in mind the Illinois law penalizing trades in puts and calls; but it never was entirely clear that a put or a call order telegraphed from Chicago for execution in Milwaukee was not itself a technical violation of the Illinois law, and it still remains to be established that the present system of indemnity trading is not entirely as legal as it is morally legitimate. The Milwaukee Chamber has suffered, of course, and greatly by a withdrawal of the Chicago business; but does that justify this unneighborly attack with a bludgeon? Chicago otherwise has as yet given no evidence of abandoning

its "lofty position as the champion of commercial integrity." It still has its Tuesday "judgment day" and is still prosecuting its suits against bucket-shoppers, in which work for long years it stood alone and indeed is not in much of a crowd even now.

For an association whose affairs have been so admirably managed as have those of the Illinois Grain Dealers' Association, and in which there is so little friction as now exists in that body of dealers, the attendance at the Peoria convention was unusually large. It was, however, a function less like a business meeting than the "old home week" festivities of New England, when the "old boys" and "old girls" go home to see their old friends. There was little or no business to do at Peoria save to formally endorse the directors' acts for the year and to elect officers for another year. This was done without an objecting voice at any stage of the proceedings; and after that it was "me for a good time," which everybody had. Peoria is a generous host; there was ample time for social intercourse; and the verdict was, "Never had a better time at a convention." The adoption of the resolution to affiliate with the National again was the cap sheaf to a year of harmonious action that sent everybody home in the very best of good humor.

Mr. Grimes of Ohio has given a great deal of thought to the government crop report and the manner of its compilation; and those who have followed his efforts to better the Agricultural Department's methods will appreciate the fact that he has always been in advance of the department, even at its best. But his new proposition that crop reporting shall be made a part of the duties of the rural mail carriers will bear cogitating. At first blush it doesn't look so good as many others of Mr. Grimes's ideas. The rural mail carrier is a very busy man at his present job; he travels long distances and over a given route and for observation purposes much as does the private crop reporter on a Pullman; but, unlike the latter, the mail carrier is hardly a gossip; he doesn't have time, and besides every effort is now made, by use of signaling boxes, to let him do his work rapidly without coming in contact with the farmer at all; so that the average rural carrier is not likely to know as much of the actual condition of the crops as Mr. Grimes himself might learn by talking with customers who visit his office.

The odorous Burton, caught in the act of giving the protection of his office to a form of "cheap and nasty" swindlers advertising as a grain and commission business in St. Louis, having done the only decent thing he could do, by resigning his senatorship (before the Senate moved to his expulsion), Governor Hoch of Kansas named as his successor the present head of the Kansas State Agricultural Department, Foster D. Coburn. The friends of Mr. Coburn were greatly pleased at this recognition of a man whose abilities and personal character are so conspicuously noble as to make those of Mr. Burton look like a

cancelled postage stamp; but they feared also that Mr. Coburn's removal to Washington in the capacity of senator might deprive the world of agriculture of an invaluable friend and proponent. Happily the feeling is now relieved by the declination by Mr. Coburn of the senatorship because he believed he could be more useful to the state in his present capacity, and the appointment by Governor Hoch of A. W. Benson, an able lawyer, of Ottawa, to succeed Burton. And now Mr. Coburn's friends are prepared to repeat their former wish that when he goes to Washington it will be as Secretary of Agriculture and nothing less.

The weighing problem is now up to the shipper, so far, at least, as the leading primary markets of the Mississippi Valley are concerned, since every method for preventing shortages at the scales and for giving shippers information of the condition of cars on arrival is now in use by weighing, or weight superintending, departments. But as the records of these bureaus multiply, they give more and more overwhelming testimony that shippers continue to be careless. Cars leak and many of the leaks might have been prevented by anticipatory care at home; cars come in without seals, through someone's fault; and, moreover, cars are overloaded beyond all reason or sound judgment. A shipper who puts from 50 to 75 per cent more grain into a car than the car's stated capacity, so that the car frame is actually found bulging in some instances, is tempting the providence that presides over the fate of reckless men. Indeed, this entire subject has now been so thoroughly and exhaustively gone over, that it would seem that no one but an ignorant or utterly reckless man could suffer a shortage for which the carrier is not responsible.

As this paper goes to press the co-operatives of the Southwest are closing up a series of three meetings—held in Nebraska, Kansas and Oklahoma, one in each state, in the interests of the co-operative movement. These, with the similar meetings promoted by agents of "farmers' friends" on the Chicago Board of Trade, through Illinois, to keep up the courage of the declining movement, have all the earmarks of the crazes of the past fostered by fanatics and false prophets—honest in conviction perhaps; good enough to win confidence and popularity of a certain class who let others do their thinking, especially that which is wrong; but "false as hell in the matter of guidance, because the focus of their vision is too short." The farmers' co-operative movement is an absurdity—not because it is co-operation, but because it is not built upon a true desire to co-operate, but upon the entirely false and demagogic assumption that there is something in the acts of the grain buyer that the grain producer must be "saved" from. Based fundamentally on a false premise, it is sustained now, where, indeed, it is sustained at all, only by the unceasing efforts of those who seek to profit by keeping alive a prejudice among the farmers against their own competitors.



## TRADE NOTES

The Barnard & Leas Mfg. Co., Moline, Ill., contemplate the erection of a new foundry, but have not begun on their plans.

The shops of the Beall Improvements Co. at Decatur, Ill., are unusually busy at this time. During the first four months of this year the company's business was almost 100 per cent greater than in 1905.

The June number of the Graphite, the little paper issued by the Joseph Dixon Crucible Company, Jersey City, N. J., is full of good things for the man who has the care of machinery and power equipment. A copy of the paper is sent free on application.

The S. Howes Co. of Silver Creek, N. Y., has received the order for a line of special separating and cleaning machinery for the new storage plant of the Anheuser-Busch Brewery at St. Louis. A. C. Barbeau, secretary, and Dalton, Althouse, special agent of the company, were in St. Louis recently and closed the contract.

It is announced that plans are under consideration for the erection of a plant at Manitowoc, Wis., to manufacture a traveling grain elevator for use in malt houses. The device was patented by Theodore Naus and has been purchased by R. Gcetzler and T. Loef. It displaces six men in transferring the malt on the floor.

The Boss Car Loader, made by the Maroa Manufacturing Company of Maroa, Ill., is constantly increasing in popularity with the trade. Elevator owners who have installed this machine find that they are enabled to effect a positive saving in loading their grain, thus making the loader pay for itself in addition to facilitating the loading of cars.

A handsome new catalogue is being distributed by the Skillen & Richards Manufacturing Company of Chicago. The catalogue contains 43 pages and is intended to give full information regarding the line of belt conveyors, spiral steel conveyors, Salem buckets and friction chutes made by this company. It is to a certain extent supplemental to the company's general catalogue, which gives complete details of its line of power transmission appliances, elevating and conveying machinery, etc. The new book is known as Catalogue C, and will be sent to readers of this paper free of charge.

The name of the Strong & Northway Manufacturing Co. of Minneapolis was on June 1 changed to the Strong-Scott Manufacturing Co. The change is in name only. There is no change in the management or stockholders, as Mr. Northway has not been connected with the company for over four years. The company has just completed the erection of a new three-story, fireproof, reinforced building, giving three times the floor space afforded by the old quarters. This will enable the company to handle its business more economically and to handle a larger volume. The company is making some additions to its shop and hopes to be able to give patrons better service than ever before.

The Mechanical Loading & Trimming Corporation of Norfolk, Va., which has been organized with a capital stock of \$200,000 to manufacture the Turner Cargo Trimming Machine, recently gave a demonstration of the workings of the machine at Port Richmond, Philadelphia. The machine, which is the invention of C. A. Turner of Norfolk, is for the purpose of trimming bulk cargoes, such as grain, ore, coal, etc., in the holds of vessels. It entirely does away with hand labor and enables a vessel to be loaded in much less time, and at less cost than when trimmers are employed to do the work. The trimming machine is inserted in the vessel's hatch, the commodity being loaded is spouted to it. A revolving table throws the material outward in all directions and trims clear up

to the deck. In the trial at Philadelphia a barge was loaded with coal, the work being done in the presence of many railroad, coal and marine experts. The machine worked successfully and a great future is predicted for it.

The financial statement of the Grain Dealers' National Mutual Fire Company, Indianapolis, Ind., to June 1, 1906, shows that the company has cash assets of \$77,816.22 and premium notes (net value) of \$456,943.00, a total of \$533,943.06. The surplus to policyholders is \$533,918.06. Regarding the affairs of the company Secretary C. A. McCotter says: "It is the same satisfaction, as in the past, to report a continued increase in growth and financial stability, together with a reduction in cost after June 24. The self-inspection system has been extended to more elevators and through the good work being done, we believe is due the reduced number of losses and loss ratio as compared with the same period last year. The misfortune of our competitors in the San Francisco conflagration cannot happen to this company. At no point can it lose over \$7,500 by one fire; hence its financial standing can at no time be seriously impaired or cost effected more than a small per cent. After harvest your company will again be prepared to handle permanent and short term grain insurance to more advantage and lower cost than you have heretofore paid. In fact we shall offer a better proposition than last year when nearly one million dollars grain insurance was written and a goodly sum saved the grain dealers."

The Hess Warming & Ventilating Company reports a busy time in the grain drier department of its business. The large No. 10 drier for the Pennsylvania Railroad at the Canton Elevators, Baltimore, Md., has just been completed, tested and turned over to the purchasers. It has a capacity of 50,000 bushels per twenty-four hours, and is a duplicate of the drier erected last fall for the Baltimore & Ohio Railroad at the Locust Point Elevator, Baltimore. The company has just shipped a No. 6 drier to W. W. Cargill Company, Green Bay, Wis., and this will be completed and put into operation during the present month. It has in preparation and ready for shipment a No. 6 drier for the new elevator now being erected at Harlem, Mo., for the C. B. & Q. R. R. and a similar machine for the Sunset Elevator, Galveston, Texas, to be operated by the J. Rosenbaum Grain Company. It is also constructing a new drier to be shipped to Noumea, New Caledonia, for drying coffee and maize; a No. 6 drier for the Nashville Terminal Company, Nashville, Tenn., for the new plant of the Illinois Central Railroad Company, as well as a complete equipment for the new oatmeal mills at Cedar Rapids, Iowa, now erecting for the Pawnee Cereal Company, a plant similar to that placed last fall for the American Cereal Company in their new mill at the same point. For the benefit of the trade in Spanish speaking countries the company has issued an illustrated catalogue printed in that language. It fully describes the Hess System of drying grain and other commodities.

### BURLINGTON ELEVATOR.

The elevator at Burlington, Iowa, operated for so many years by J. F. Harris & Co. and the Harris-Scotten Company, has been idle since the Harris-Scotten Company went out of grain; but it is said by Mr. Scotten that the shut-down will not be permanent, there being too much money invested in the plant to warrant its abandonment.

The New Orleans house, occupied by the same firm, is also temporarily shut down. It is announced that the I. C. R. R. Co. will operate the house, but whether as a strictly public elevator or not is unknown.

Broomcorn is the coming great crop of Oklahoma, according to T. H. Lindley, who has opened a broomcorn storage warehouse near Hobart in that state.

[For the "American Elevator and Grain Trade."]

### TRAFFIC BUREAUS.

BY L. C. BREED.

While there for years has been in this country rivalry between certain cities competing for the trade of a territory more or less shared by both in common, and jealous watchfulness of each other's growth in population and wealth, it would seem that this contest is constantly growing more strenuous. The spirit of the times, too, is making itself felt in an ever-widening area, and the enterprise of the newer cities is being emulated by some of the older ones.

Among the most important aids, if not the most essential, for accomplishing this purpose is the formation of business men's associations, either within the regular trade exchanges or outside, and independent of them.

As railroad rates and accommodations constitute vital factors in promoting or retarding the material welfare of a city, it is regarded by some boards of trade very desirable to maintain traffic bureaus. At St. Louis, it has recently been arranged to maintain two such bureaus—one being supported by the Merchants' Exchange, and the other by the Business Men's League—the former giving its attention mainly to the grain, flour, grocery, produce, provision and hay interests, and the latter to lumber, coal, building materials, manufacturers' raw material and finished goods and general merchandise.

The heads of these bureaus will be railroad experts, to whom liberal salaries will be paid. Among the objects which they propose to promote is that of furnishing quickly to the members of their organizations all requisite information concerning rates on various commodities, and, through systematic work, to have the latest changes and corrections recorded and filed. In addition to this, valuable statistical information will be gathered and disseminated.

The most important business, however, of these bureaus will consist in using all legitimate means to maintain a parity of rates; in other words, to see that St. Louis is not discriminated against, either in domestic or export business; and this refers both to incoming and outgoing freight.

The merchants and manufacturers of St. Louis are very earnestly wrestling with a problem which the peculiar local conditions bring about, in that rates to Eastern points are based on East St. Louis. St. Louis people contend that the bridge arbitrary should be wholly absorbed; that is, included in the rate. The solution of this contention between the shippers and the railroads is likely to be brought about by providing a new bridge, to be built by the city. Through recent action of the city government, the proposition to build and maintain a free bridge will be submitted in a few weeks to the people, and the matter settled by popular vote, which, from present indications, is likely to be in the affirmative. The railroads may be allowed to arrange to use it on a mileage basis, but this feature of the matter will hereinafter be adjusted by the city government.

The farmers of Garfield County, Wash., are jubilant over the prospect of an exceptionally large barley crop this season. The crop has not been damaged by the recent cold weather that they have had in that district.

The Erie Canal season opened on May 3, when 35 boats left Buffalo for tidewater, carrying 356,200 tons of wheat, oats and barley. This number included all the boats actually in commission at Buffalo. Rates were firm.

The largest car of corn ever handled in Chicago was received over the Illinois Central on May 30. It contained 127,640 lbs., as against 113,500 lbs. contained in the largest car previously received. The corn was received by G. S. Blakeslee & Co., and was transferred at once to the Michigan Central for shipment to New England. Two Michigan Central Cars were required to hold the contents of the car.



## RECEIPTS AND SHIPMENTS.

Following are the receipts and shipments of grain, etc., at leading receiving and shipping points in the United States for the month of May, 1906:

**BALTIMORE**—Reported by H. A. Wroth, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1906.	1905.	1906.	1905.
Wheat, bushels.....	386,404	79,985	287,640	24,350
Corn, bushels.....	1,334,814	440,638	1,880,366	769,287
Oats, bushels.....	333,231	303,310	216,014	21,435
Barley, bushels.....	2,000	.....	9,567	.....
Rye, bushels.....	126,830	3,164	40,289	.....
Timothy Seed, lbs.....	5,651	1,456	.....	720
Clover Seed, lbs.....	.....	.....	.....	.....
Hay, tons.....	7,940	6,822	2,533	1,994
Flour, bbls.....	257,912	123,057	143,793	35,034
Milk feed, tons.....	.....	.....	.....	.....

**BOSTON**—Reported by Daniel D. Morris, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1906.	1905.	1906.	1905.
Flour, bbls.....	167,948	94,862	80,260	31,012
Wheat, bushels.....	2,590,247	121,424	1,062,607	261,700
Corn, bushels.....	483,114	434,999	611,920	1,195,164
Oats, bushels.....	774,028	323,848	243,840	73,394
Rye, bushels.....	2,640	6,470	.....	.....
Barley, bushels.....	113,877	2,033	19,155	.....
Flax Seed, bushels.....	594	.....	59,646	.....
Milk Feed, tons.....	788	743	61	230
Cornmeal, bbls.....	2,725	655	1,085	1,251
Oatmeal, bbls.....	12,724	11,522	2,375	11,375
Oatmeal, sacks.....	3,310	1,570	3,255	6,768
Hay, tons.....	13,710	10,470	2,640	135

**BUFFALO**—Reported by F. Howard Mason, secretary of the Chamber of Commerce. Opening April 17 to 30.

Articles.	Receipts.		Shipments.	
	1906.	1905.	1906.	1905.
Wheat, bushels.....	3,606,142	3,042,047	468,702	291,500
Corn, bushels.....	901,314	2,858,900	.....	72,014
Oats, bushels.....	3,084,947	6,354,171	937,424	471,057
Barley, bushels.....	522,450	684,000	190,850	320,713
Rye, bushels.....	395,000	86,965	54,270	.....
Timothy Seed, lbs.....	.....	.....	.....	.....
Clover Seed, lbs.....	.....	.....	.....	.....
Other Grass Seed, lbs.....	1,000	1,000	.....	.....
Flax Seed, bushels.....	641,000	.....	.....	.....
Broom Corn, lbs.....	.....	.....	.....	.....
Hay, tons.....	1,440,912	1,050,579	.....	.....
Flour, bbls.....	.....	.....	.....	.....

Canal did not open until May 2.

**CHICAGO**—Reported by Geo. F. Stone, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1906.	1905.	1906.	1905.
Wheat, bushels.....	608,400	777,224	768,719	1,751,868
Corn, bushels.....	7,020,349	4,696,497	5,538,474	5,797,475
Oats, bushels.....	6,290,112	4,171,125	8,334,541	4,805,369
Barley, bushels.....	760,285	1,414,707	232,035	248,409
Rye, bushels.....	104,411	97,797	237,304	51,031
Timothy Seed, lbs.....	2,338,460	1,635,507	1,801,836	900,261
Clover Seed, lbs.....	295,643	41,690	157,611	67,104
Other Grass Seed, lbs.....	1,197,821	551,850	2,457,640	1,553,346
Flax Seed, bushels.....	160,740	244,025	36,252	17,303
Broom Corn, lbs.....	654,695	480,425	319,069	784,721
Hay, tons.....	20,430	20,856	4,381	923
Flour, bbls.....	664,721	461,357	488,684	356,717

**CINCINNATI**—Reported by C. B. Murray, superintendent of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1906.	1905.	1906.	1905.
Wheat, bushels.....	203,692	82,819	173,058	62,414
Corn, bushels.....	791,570	445,218	414,252	240,448
Oats, bushels.....	442,822	500,350	253,032	271,961
Barley, bushels.....	9,000	7,000	62	110
Malt, bushels.....	177,020	126,528	71,678	63,807
Rye, bushels.....	43,482	7,042	7,488	7,800
Timothy Seed, bags.....	.....	1,123	824	1,452
Clover Seed, bags.....	340	1,670	1,670	1,724
Other Grass Seed, bags.....	4,201	4,693	5,548	5,655
Hay, tons.....	28,356	10,423	23,621	5,629
Flour, bbls.....	91,250	91,113	60,635	56,634

**CLEVELAND**—Reported by M. A. Havens, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1906.	1905.	1906.	1905.
Wheat, bushels.....	44,608	22,793	115,343	25,500
Corn, bushels.....	380,261	184,495	222,247	272,658
Oats, bushels.....	581,194	452,543	334,907	287,676
Barley, bushels.....	12,840	2,000	33,421	5,000
Rye, bushels.....	.....	940	.....	.....
Hay, tons.....	6,284	3,863	975	751
Flour, tons.....	5,852	4,120	1,910	2,222

**DETROIT**—Reported by F. W. Waring, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1906.	1905.	1906.	1905.
Wheat, bushels.....	98,089	142,642	20,122	17,705
Corn, bushels.....	297,280	259,765	72,746	144,438
Oats, bushels.....	165,655	241,123	.....	7,318
Barley, bushels.....	69,861	1,098	888	448
Rye, bushels.....	20,091	21,513	58,454	9,134
Flour, bbls.....	28,400	18,800	16,000	7,400

**DULUTH**—Reported by H. B. Moore, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1906.	1905.	1906.	1905.
Wheat, bushels.....	1,083,390	61,633	1,903,496	1,667,424
Corn, bushels.....	.....	.....	.....	54,218
Oats, bushels.....	209,987	89,523	2,512,292	3,227,501
Barley, bushels.....	49,894	119,407	278,137	277,472
Rye, bushels.....	8,066	4,822	10,772	32,734
Flax Seed, bushels.....	656,532	76,109	1,759,590	1,038,200
Flour, bbls.....	548,135	460,160	484,635	428,990

**KANSAS CITY**—Reported by E. D. Bigelow, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1906.	1905.	1906.	1905.
Wheat, bushels.....	1,055,000	847,000	779,000	965,000
Corn, bushels.....	1,652,000	979,000	1,125,000	749,000
Oats, bushels.....	385,500	406,500	375,000	358,500
Barley, bushels.....	27,000	15,000	4,000	1,000
Rye, bushels.....	8,000	10,000	5,000	1,000
Bran, tons.....	675	210	1,785	2,040
Flax Seed, bushels.....	.....	.....	800	800
Hay, tons.....	10,150	10,390	3,890	2,850
Flour, bbls.....	.....	.....	71,000	58,800

**MILWAUKEE**—Reported by Wm. J. Langson, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1906.	1905.	1906.	1905.
Wheat, bushels.....	441,760	340,840	18,260	148,223
Corn, bushels.....	311,600	97,850	213,538	241,062
Oats, bushels.....	596,400	431,600	431,236	423,777
Barley, bushels.....	565,400	842,650	305,213	213,613
Rye, bushels.....	46,400	49,600	24,703	34,800
Timothy Seed, lbs.....	207,235	218,015	1,016,035	878,820
Clover Seed, lbs.....	3,015	3,010	351,165	.....
Flax Seed, bushels.....	8,440	1,060	.....	.....
Hay, tons.....	1,501	2,728	108	24
Flour, bbls.....	294,000	142,475	373,421	248,663

**GALVESTON**—Reported by C. McD. Robinson, chief inspector of the Cotton Exchange and Board of Trade.

Articles.	Receipts.		Shipments.	
	1906.	1905.	1906.	1905.
Wheat, bushels.....	.....	.....	16,000	0
Corn, bushels.....	.....	.....	0	188,571
Barley, bushels.....	.....	.....	0	0

**MINNEAPOLIS**—Reported by L. T. Jamme, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1906.	1905.	1906.	1905.
Wheat, bushels.....	3,200,210	4,164,610	1,840,200	1,361,080
Corn, bushels.....	204,580	142,730	73,170	24,350
Oats, bushels.....	1,018,720	1,059,680	1,168,045	1,270,519
Barley, bushels.....	250,360	168,630	395,740	250,370
Rye, bushels.....	42,450	33,960	105,230	88,810
Flax Seed, bushels.....	319,200	54,620	132,840	39,470
Hay, tons.....	1,923	1,970	30	60
Flour, bbls.....	13,140	15,209	1,265,229	875,067

**MONTREAL**—Reported by George Hadrill, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1906.	1905.	1906.	1905.
Wheat, bushels.....	3,792,904	1,895,134	2,279,443	572,214
Corn, bushels.....	406,542	681,448	357,181	831,974
Oats, bushels.....	275,454	376,747	178,088	112,970
Barley, bushels.....	237,374	404,669	141,714	147,660
Rye, bushels.....	27,274	.....	25,196	.....
Flax Seed, bushels.....	341,777	.....	28,065	.....
Flour, barrels.....	161,617	59,803	122,901	109,284

**NEW ORLEANS**—Reported by H. S. Herring, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1906.	1905.	1906.	1905.
Wheat, bushels.....	73,000	.....	277,500	.....
Corn, bushels.....	292,676	123,600	265,785	236,736
Oats, bushels.....	440,265	147,000	1,136,388	2,705
Barley, bushels.....	.....	.....	.....	.....
Clean rice pockets.....	.....	.....	.....	.....
Hay, bales.....	53,600	.....	3,386	.....
*Flour, bbls.....	.....	24,162	.....	33,707

\*Through consignments of flour for export not included in receipts.

**NEW YORK**—Reported by the secretary of the Produce Exchange.

Articles.	Receipts.		Shipments.	
	1906.	1905.	1906.	1905.
Wheat, bushels.....	2,207,700	457,100	1,354,458	161,520
Corn, bushels.....	1,384,240	897,750	1,351,120	2,122,133
Oats, bushels.....	3,419,900	3,236,300	1,168,045	2,222,642
Barley, bushels.....	429,700	392,700	671,275	208,704
Rye, bushels.....	117,975	975	84,653	0
Timothy Seed, bags.....	.....	.....	0	4,960
Clover Seed, bags.....	1,195	5,735	808	703
Other grass seed, bags.....	.....	.....	.....	.....
Flax seed, bushels.....	1,593,300	66,900	1,266,247	0
Broom corn, pounds.....	.....	.....	.....	.....
Hay, tons.....	37,050	32,972	50,129	23,362
Flour, barrels.....	593,762	393,351	358,568	217,536

**OMAHA**—Reported by Edward J. McVann, secretary of the Grain Exchange.

Articles.	Receipts.		Shipments.	
	1906.	1905.	1906.	1905.
Wheat, bu.....	214,800	69,000	281,000	467,000
Corn, bu.....	1,983,300	543,000	1,852,000	305,000
Oats, bu.....	505,600	256,500	738,000	285,000
Barley, bu.....	3,000	1,000	1,000	2,000
Rye, bu.....	5,000	.....	6,000	1,000

**PEORIA**—Reported by R. C. Grier, secretary of the Board of Trade.

Wheat, bushels.....	50,400	54,400	10,800	46,400
Corn, bushels.....	1,554,300	876,000	784,300	360,000
Oats, bushels.....	2,085,100	620,200	2,482,300	1,425,200
Barley, bushels.....	112,000	68,100	34,000	57,600
Rye, bushels.....	23,400	16,000	18,900	9,600
Milk Feed.....	2,235	855	3,935	2,670
Spirits and Liquors, bbls.	.....	.....	.....	.....
Syrups and Glucose, bbls.	.....	.....	.....	.....
Seeds, lbs.....	30,000	.....	.....	30,000
Broom Corn, lbs.....	15,000	30,000	53,600	83,300
Hs. tons.....	.....	1,750	640	820
Flour, bbls.....	118,950	44,450	158,150	51,450



# ELEVATOR AND GRAIN NEWS

## ILLINOIS.

Herman Locker has started a grain business at Planagan, Ill.

J. H. Thomason has put in a feed mill at his elevator at Joy, Ill.

The Campus Grain Co. has opened its new elevator at Cardiff, Ill.

The Zorn Grain Company is putting a new dump in its elevator at Giffain, Ill.

Harrison Brothers have succeeded Schumacher & Harrison Brothers at Dwight, Ill.

J. M. Skelly has purchased the elevator and warehouse of Ned Young at Bristol, Ill.

W. J. Hersher of Reddick, Ill., has sold his grain elevator at that point to M. H. Cooley.

The farmers' elevator company at St. Joe, Ill., has taken over the Woodin elevator at that point.

John Davis has begun the construction of a new elevator of 40,000 bushels' capacity at Duvoll, Ill.

The White Rock Elevator Co. is equipping its elevator at Kings, Ill., with an improved Hall Distributor.

The Arrowsmith Grain Company is having a new concrete abutment put in at its elevator at Arrowsmith, Ill.

The Hasenwinkle Grain Co. has sold its elevator and plant at Hudson, Ill., to the Hudson Grain & Coal Co.

It is reported that L. G. Wilkerson proposes buying the elevator and grain business of Charles Masters at Chesterfield, Ill.

J. E. Collins of Garrett, Ill., has just completed a 12,000-bushel ear corn crib in connection with his grain elevator.

The Shellabarger Elevator Co. is building an addition to its elevator at Beason, Ill., which will increase its capacity by 35,000 bushels.

W. H. Council of Williamsville and Vanwood, Ill., has sold his grain elevator at the latter point to the Brainard-Prather Grain Co.

Robert Dolbin and George W. Ransom of Havana, Ill., have purchased the elevator at Kilbourne, Ill., from the National Farmers Exchange.

The new grain elevator for the Burks Grain Co. at Garrett, Ill., is completed. The Burrell Engineering & Construction Co. had the contract.

O. C. Benson has completed plans for the remodeling of his elevator at Fairmount, Ill. The new building will have twice the capacity of the old one.

The Bartlett, Frazier & Carrington Co. will erect a new elevator in the near future on the site of the one recently destroyed by fire at Emden, Ill.

The Shellabarger Elevator Co. has purchased the Allsup Elevator at Maroa, Ill., and will utilize it for a flour and feed house. E. P. Bowden will be in charge.

The Lena Elevator Co. has been incorporated at Lena, Ill., with a capital of \$2,500. The incorporators are: John Reeder, A. W. Reeder, Elizabeth Reeder.

Kirby-Harrison Co. of Elwood, Ill., have sold their elevator and banking business to William Shumacher of Dwight, Ill. The sale was made by J. M. Maguire.

Miles, White & Co. of Freeport, Ill., are building a new elevator at Lena, Ill. Capacity, 20,000 bushels. The Burrell Engineering & Construction Co. has the contract.

The Burrell Engineering & Construction Co. has sold to B. T. Railsback & Son at Hopedale, Ill., machinery to install two new elevator legs, rope drive and man lift.

Schulte & Smith, grain dealers at Hopedale, Ill., have been succeeded by C. L. Smith. Mr. Smith is building an additional elevator for increased storage capacity.

The Corn Products Refining Co. has decided to repair and refit the long idle old glucose factory it owns at Waukegan, Ill., and which is adjacent to the new Warner factory, which it recently ac-

quired. Some \$200,000 will be expended, and the plant will have a capacity of 14,000 bushels of corn a day. This is added to the Warner factory's capacity of 28,000 bushels.

Kline Bros. Coal & Grain Co. has been incorporated at Evanston, Ill., with a capital of \$10,000. The incorporators are: Louis F. Stebe, John A. Kolb, William C. Deltman.

The M. J. Hogan Grain Co. has been incorporated at Seneca, Ill., with a capital of \$30,000. The incorporators are: Martin J. Hogan, Martin J. Hogan Jr., William J. Bechstein.

The Harristown Grain Co. has sold its elevator property at Harristown, Ill., to George Jacobson of Niantic, Ill. The elevator is one of the largest and best equipped in central Illinois.

The Monticello Grain Co. is experiencing an exceptional rush of business at its elevator at Monticello, Ill. On May 24 over 11,000 bushels of grain were received from three shellers.

John and Edward Wood of Gifford, Ill., have purchased J. B. Kirkpatrick's elevator at Penfield, Ill., taking it in part payment for 160 acres of land three miles north of Champaign, Ill.

The Farmers Grain and Manufacturing Co. of Mattoon, Ill., has been incorporated for \$10,000. The company proposed to purchase the Kitchen elevator, but a price could not be agreed upon.

It is reported that the Bartlett, Kuhn Grain & Elevator Co. of Terre Haute, Ind., has secured an option on a piece of land at Danville, Ill., on which a large elevator will be erected this summer.

The Standard Grain Co. of Dwight, Ill., has sold its elevators to E. H. Young of Yorkville, Ill. Mr. Young retains one of the elevators and sold the other to Harrison Bros. of Dwight. Transfers were made through J. M. Maguire.

Charles U. Bower, who for a year past has been the representative of Darnall & Spence in the grain business at Covell, Ill., has purchased of Darnall & Spence their grain elevator, scales, cribs, etc., at Covell and will continue the grain business there.

W. W. Gray of Wing, Ill., has sold his elevator. This is a gasoline plant and has enjoyed a good patronage. Mr. Gray has decided to confine his efforts to the general merchandise business. He has turned over the implement business, however, with the grain and coal business.

Schoening-Koenigswark Milling Co. of Prairie du Rocher, Ill., has contracted with the Burrell Engineering & Construction Co. for a 50,000-bushel elevator. It will be of crib construction on concrete foundation. The contract was taken July 11 and it is to be completed by August 11.

Thos. Doyle of Arcola, Ill., has purchased the P. R. Doran elevator at Morrisonville, Ill. Mr. Doyle was until recently engaged in the grain business at Arcola. He has rented a property in Morrisonville and will move his family at once. The property changed hands June 1. Mr. Doran has been in the grain business at Morrisonville for about 20 years; is a land owner and also interested in business blocks in Litchfield. He is selling out to retire from business. Morrisonville is located on the Wabash, southwest of Decatur. There are two elevators at that point.

Secretary Strong of the Illinois Grain Dealers' Association reports the following recent changes of elevator ownership in Illinois: Mewnen & Britton succeed H. E. Mewnen at Mazon; Turner-Hudnut Co. succeeds Farmers' Elevator Co. at Morton; Collins & Sarages succeed A. C. Manns at Philadelphia; E. B. Conover of Virginia succeeds C. W. Savage at Philadelphia; J. B. Garber succeeds N. R. Moore at Roanoke; E. H. Young succeeds Standard Grain Co. at Dwight; La Rose Grain Co. succeeds Marshall County Grain Co. at Varna; G. U. Brower succeeds Darnall & Spence at Covell; J. M. Skelly succeeds E. H. Young at Bristol; A. D. Stanford succeeds H. N. Jackson at Bardolph; G. B. Wells succeeds Neat, Hutchinson & Wells at Alsey; Wm. Brandt succeeds Young & Brandt at Peotone; Farmers' Elevator Co. succeeds Hasenwinkle Grain Co. at Hudson and Kerrick; Farmers' Elevator Co. succeeds Rogers & Co. at Rookson Creek; Rogers Grain Co. succeeds A. O. Means & Co. at Anchor; Farmers' Elevator Co. succeeds O'Hara, King & Co. at Carlock; Farmers' Elevator Co. succeeds Herran & Ludwig at Secor; A. W. Ford succeeds Warren & Co. at Scottsburg; Frank Sykes succeeds Barry Milling Co. at Hadley; Whipple & Barr succeed J. A. Shrimp at Frontenac, a new station on the E. J. & E.

## MINNESOTA AND WISCONSIN.

The Swan Elevator at Glenville, Minn., has been opened.

A farmers' elevator company has been organized at Doran, Minn.

The A. G. Wells grain elevator at Askeaton, Wis., has been opened.

G. H. Shonts contemplates building an elevator at Napoleon, Minn.

A Mr. Spivak, of Sunrise, Minn., is building an elevator at Harris, Minn.

A farmers' elevator is projected at Tracy, Minn., by the farmers in that vicinity.

The Iowa Grain and Cereal Co. has purchased the Jordan Elevator at Elkton, Minn.

The Hickerson Roller Mill Co. of Grantsburg, Wis., is building a 20,000-bushel elevator.

The Reliance Elevator Company is building a large mixing house in Norwood, Minn.

The Northwestern and Market Co.'s elevators at Benson, Minn., will be moved to new locations.

The Beaver Creek Co-operative Elevator Co. has purchased the Skewes Grain Co.'s elevator at Luverne, Minn.

The Farmers' Elevator Co. of Rothsay, Minn., has let a contract for the building of a new elevator this summer.

A farmers' elevator company has been organized at Carlisle, Minn., and the Maurin Bros.' elevator purchased.

A proposed meeting of farmers at Worthington, Minn., to organize an elevator company, has been postponed indefinitely.

A. W. Berkner of Cayuga, N. D., is said to be attempting to organize a farmers' mill and elevator company at Tintah, Minn.

It is reported that an elevator will be built at Porter, Minn., this summer. This will make the fifth elevator in that town.

The Monarch Elevator at Wadena, Minn., which was partially destroyed by fire recently, has been repaired and has resumed operations.

The Atlantic Elevator Company is erecting a new elevator on the site of the one burned a couple of weeks ago at Watkins, Minn.

The Rothsay Elevator Co. has rented its elevators at Rothsay and Lawndale, Minn., to the Gileston Milling Co. of St. Cloud, Minn.

McIntyre & Ingold have sold their elevator at Buffalo Lake, Minn., to the Buffalo Lake Farmers' Elevator Co., possession to be given in July.

The Sleepy Eye Milling Co., of Sleepy Eye, Minn., is building additions to its elevators, E and F, and putting in a new drop scale in elevator C.

B. Dadmun, of Beloit, Wis., and J. Dadmun, of Milwaukee, have purchased Tuill & Shephard's elevator at Whitewater, Wis., and will move to that town.

The Gilchrist Elevator Co. is going to tear down its elevator at Taopi, Minn., in the near future and build a larger one and also change its location.

The Andrews & Gage elevator at Perham, Minn., has been torn down and shipped to North Dakota. A smaller elevator will be built to take its place.

W. H. Scott, proprietor of the Chaska Mill, Chaska, Minn., has secured the elevator at Carver, Minn., formerly operated by the New Prague Milling Co. August Edberg has been placed in charge of the house by Mr. Scott.

The Lull Grain Co. of Milwaukee, has broken off the negotiations it had entered into for the purchase of the Milwaukee Railway's elevator at La Crosse, Wis. After inspecting the property, the company decided not to buy.

The St. Anthony & Dakota Elevator Co. has carried out several improvements to its elevator at Erskine, Minn. A stone foundation has been put in and new slide doors and driveway. W. J. Dargan is the company's local agent.

A new elevator, at an estimated cost of \$275,000, will be built at Duluth, Minn., by the Peavey Elevator Co., to take the place of the one recently destroyed by fire. The new elevator will be built of tile and steel and will be fireproof throughout.

Incorporation papers have been filed for the Gould Elevator Co., Manitowoc, Wis., capitalized at \$75,000, the papers being signed by F. A. Miller, O. Reuther and H. Neinauber. The Gould Co. is a Minneapolis concern, which will build an elevator there and expects to do business in Wisconsin and because of this fact incorporated in that state. Messrs. Miller, Reuther and Neinauber have no interest in the company, but



expect to have dealings with it, and as a favor, signed the papers for incorporation, it being required by the Wisconsin laws that this rule be observed.

Extensive improvements are being carried out on the Duluth Elevator at Murdock, Minn. The building has been raised 18 inches and a sheet iron receiving bin placed in the bottom. A new roof has also been put on.

The Hall Elevator at Superior, Wis., a 50,000 to 60,000 bushel house, has been sold by McCarthy Bros. to E. B. Kenefic and others of North Dakota. The consideration is understood to have been about \$35,000. It is stated that the new owners are all prominent in the grain business and control a line of houses in Minnesota and North Dakota. The Hall Elevator was built seven years ago by Harry Hall, Sr., and McCarthy Bros., the latter subsequently buying the farmer's interest.

#### SOUTHERN AND SOUTHWESTERN.

George J. Clement is building a grain warehouse at Chrisney, Ind.

J. B. Outrain has commenced the erection of an elevator at Lippincott, Ohio.

D. F. Estep of Easton, Ill., will engage in the grain business at Darrell, Okla.

Two elevators will be built at Porum, I. T., by parties from Broken Arrow, I. T.

The Frisco Grain and Elevator Co. of Frisco, Texas, has been incorporated for \$10,000.

Halstead Bros. have succeeded Wilkinson & Ross in the grain business at Brookston, Ind.

The Rauch-Darragh Grain Co. of Little Rock, Ark., has filed a certificate with the secretary of state surrendering its charter.

Miller & Co., grain dealers at Nashville, Tenn., will erect a frame addition to their elevator and warehouse at a cost of \$1,200.

The T. F. Maher Co. has succeeded the Stewart Brokerage Co. at Amarillo, Texas. The company will handle all sorts of produce and grain.

The Red River Grain & Elevator Co. of Davidson, Okla., has been incorporated for \$5,000. The incorporators are: J. B. Rinkle, Will Bell and J. E. Thrush.

The Farmers Union Co-operative Co. of Mountain View, Texas, has been incorporated with \$25,000 capital stock, to handle grain, cotton and produce.

The Smith Bros. Grain Co. is building an elevator at Fort Worth, Texas. The building will be of iron and wood, four stories high, and will cost about \$10,000.

Work has been commenced on a new elevator at Gunter, Texas. It is reported that ten elevators will be built at that point in time for the next grain crop.

The McKinney Elevator Co. has been incorporated at McKinney, Texas, with a capital of \$30,000. The incorporators are J. S. Heard, J. P. Crouch, Ben Hill and others.

The Rockwall Grain and Elevator Co. has been incorporated at Rockwall, Texas, with a capital of \$20,000. The incorporators are: J. P. Smith, J. T. Howard and J. H. Vesey.

A permit to do business in Texas has been granted to the Santa Fe Elevator Co. of Topeka, Kan.; capital stock, \$10,000. The Texas headquarters will be located in Galveston.

The Home Grain Co. of Minneapolis, Minn., with a capital stock of \$150,000, has been granted a permit to do business in Texas. Its Texas office will be maintained in Fort Worth.

The Orient Gin & Elevator Co. has been incorporated at Dill, Okla., for \$5,000. The incorporators are: J. W. Kerley and W. H. Morrison of Cordell, Okla., and J. W. Morrison of Dill.

The West Tennessee Grain Co. of Obion County has been incorporated with a capital stock of \$8,000. The incorporators are: E. W. Parks, J. N. Moore, L. S. Parkes, E. V. Caldwell and H. A. Beck.

The Lawrence Grain and Produce Co. of Checotah, I. T., has been incorporated and is capitalized at \$10,000 with \$8,000 paid in. It is now building a grain elevator at Checotah and will handle farm products. The incorporators are Milo E. Lawrence, J. H. Newcomer, A. L. Lawrence, E. E. Swinney and F. B. Clay.

Articles of incorporation have been filed by the Birmingham Grain Co. of Birmingham, Ala. Ernest Redd, Mrs. E. P. Redd and Dr. H. C. Pope are the incorporators and Ernest Redd is president of the company. The objects of the corporation are to deal wholesale and retail in grains, flour, meal or the products of cereals, hay, fodder, etc., to build and operate grain ele-

vators, storage rooms, and so on. The capital stock is given at \$30,000, of which \$29,000 has been paid in.

The Morgan Mill & Elevator Co. has been incorporated at Morgan, Texas, with \$25,000 capital stock. The incorporators are: W. J. Watkins, R. McCauley of Morgan, and Theo. Stegner of Kansas City, Mo.

The I. C. Pierce Grain and Elevator Co. of Agra, Foraker and Salt Creek, Okla., has been incorporated with \$15,000 capital stock, by F. C. Walters of Kansas City, Mo.; C. C. Layman and I. C. Pierce of Agra.

The Hennessey Grain Co., with a capital stock of \$5,000, to be situated at Hennessey, Okla., has been chartered. The directors of the company are: W. D. Cupps, Fred Ehler, J. W. Smith, J. H. Bash, Lyman Hobbs, all of Hennessey.

J. E. Surratt, formerly of Waco, has permanently located in Celeste, Texas, to do a wholesale grain business. The style of the firm is Surratt Grain Co. A warehouse will be built on the railway track in the near future.

The James Stewart Grocery Co. is building an elevator at Gulfport, Miss. The Gulfport Grain and Elevator Co. is also erecting a house which will be connected with the warehouse of Foote & Mohler, the chief promoters of the enterprise.

The Van Alstyne Elevator Co. has been incorporated at Van Alstyne, Texas, with a capital of \$30,000. The incorporators are: E. A. Turner, J. W. Webb, Ben Hill, J. P. Crouch and S. D. Heard.

The Manchester Grain and Fuel Co. has been incorporated at Manchester, Okla., with \$5,000 capital. The incorporators are: Clem Livengood and O. D. Hyde, of Wakita; L. R. Feeley and T. J. Boyers of Manchester; Henry Feeley of Anthony, Kan.

Donahoe Bros., proprietors of the flour mills at Ponca City, Okla., and of a line of elevators through the territory, have decided to build an elevator at White Eagle, Okla. The new house will be 42x42 feet, with a capacity of 20,000 bushels.

At a meeting of the recently organized McKinney Elevator Co. of McKinney, Texas, officers were elected as follows: J. S. Heard, president; Ben Hill, vice-president; J. P. Crouch, treasurer; R. D. Kitching, secretary and manager; C. M. King, assistant secretary and manager.

The Clyde Elevator Co., with a capital stock of \$6,000, has been chartered. The company will have headquarters at Clyde, Grant County, Okla. The incorporators are: O. P. Bryson and A. P. Ward of Medford, Okla.; G. B. Bluebaugh and F. P. Privett of Clyde and C. H. Eulberg of Wakita.

R. M. Samuel, a grain merchant of Nashville, Tenn., has begun work on a grain elevator of 30,000 bushels' capacity, which will be completed some time about September 1. The elevator, with warehouse, will cover a plot of land 200x80 feet at Park and Railroad streets, and will cost about \$25,000. It will be constructed of cement, iron and lumber, the entire structure covered with the heaviest of galvanized iron.

The Chalmette Terminals of the New Orleans Terminal Co. are expected to be completed by next May. The work involves an expenditure of over \$6,000,000. The grain elevator will have a capacity of 1,500,000 bushels and concrete tanks will also be constructed with a similar capacity. Two warehouses, one two-story, 100 feet in length, and the other a one-story building, 1,400 feet long, will be built. At the slip now under construction nine ships can be accommodated at the same time.

Charles Rouzer and C. A. Harrison, heretofore in charge of the Nashville Warehouse & Elevator Company's plant in South Nashville, Tenn., have been appointed manager and superintendent, respectively, of the new elevator being erected by the Illinois Central and Southern Railway in Northwest Nashville. The work on the elevator is progressing rapidly and it is now believed that it will be ready for use some time in September. The concrete foundations are about completed and most of the work is now one-story high. The elevator will have a capacity of 500,000 bushels storage and about 20 cars per day in handling.

Architect Fred Friedline is constructing for T. B. Jones & Co. of Memphis, Tenn., a new grain elevator in connection with their present warehouse. It is of crib construction with capacity of 100,000 bushels of grain. The handling equipment is arranged to unload from the Frisco tracks on one side and Iron Mountain and I. C. on the other. There are two receiving elevator legs with capacity of 9,500 bushels per hour. A third leg, in the center of the house, is used as a cleaner and spouting leg. In the cupola are two 100,000-bushel Fairbanks Hopper Scales with double garners over each scale. The cleaning equipment are a No. 10 Invincible Double Receiving Separator and a No. 9

Clipper Cleaner. Each elevator leg and machine is individually driven by electric motors of the 3-phase induction type. As 90 per cent of the output of this elevator will be in even weight bags, ample facilities have been arranged and the buildings specially constructed to do this work at minimum cost. Two Fairbanks Union 6-bushel scales have been purchased.

#### MISSOURI, KANSAS AND NEBRASKA.

Frank Engart is building an elevator at Douglas, Neb.

An addition is being built to the elevator at Rulo, Neb.

S. M. Blythe is reported to have sold his grain business at Blue Springs, Neb.

The Harrison Elevator at Bern, Kan., has been sold to J. Vanier of DuBois, Kan.

The Jamestown Grain Co. has been incorporated at Jamestown, Kan., for \$15,000.

The Farmers' Elevator Company of Strausville, Neb., has been incorporated for \$10,000.

The Farmers' Elevator Co. of De Witt, Neb., has purchased the elevator at Ainsworth, Neb.

The Updike Grain Co. has ordered an improved Hall Distributor for its elevator at Houston, Neb.

The Updike Grain Co. will equip its elevator at Thayer, Neb., with an improved Hall Distributor.

The Garnett Milling and Elevator Co. has a force of men at work on an elevator at Garnett, Kan.

A 15,000-bushel elevator is being built at Sawyer, Kan., by the Farmers' Co-operative Association.

The Farmers' Elevator Company of Byron, Neb., has completed a 21,000-bushel elevator at that point.

The Farmers' Elevator and Supply Co. at Dodge City, Kan., will install two Hall Signaling Distributors.

The Farmers' Shipping Association of Wilsonville, Neb., is building a 20,000-bushel elevator at that point.

The Hoag Farmers' Elevator Co. has been organized at Hoag, Neb., and will build a 16,000-bushel elevator.

The Arkansas City Milling Co.'s elevator at Bliss, Kan., will be completed in time to handle this year's crop.

The Hord Grain Co. contemplates a large addition to its elevator at Central City, Neb., this summer.

The Farmers' Elevator Co. of Humphrey, Neb., has purchased a site adjoining the Union Pacific right of way, for \$3,500.

M. A. Wilson has succeeded Wilson, Griffiths & Co., in the ownership of the Ozawie Mill and Elevator at Ozawie, Kan.

J. M. Grace & Co. will equip their elevator at Mascot, Neb., with an improved Hall Distributor and a Hall Non-chokable Boot.

Theodore Nehling of Nehling, Neb., has placed his contract with L. Buege for a 25,000-bushel grain elevator at Nehling, Neb.

The Spelts Grain Co. will build an elevator at Garrison, Neb., this summer. The company operates houses at David City and Ulysses, Neb.

The Farmers' Grain Association of Lucella, Neb., with a capitalization of \$15,000 has filed its articles of incorporation with the secretary of state.

Steckel Bros. have sold their grain elevator plant at Ellinwood, Kan., to the Brinkman Milling Co., of Great Bend, Kan. The consideration was \$12,000.

Two elevators are being built at Dodge City, Kan. Martin Bros. are building one and the other is being erected for the local Farmers' Elevator Co.

The Western Grain Co. of Lexington, Neb., has been incorporated by E. M. F. Leflang, E. M. Leflang and A. C. Leflang. The authorized capital is \$10,000.

The old elevator of the Co-operative Association at Ray, Kan., has been torn down and a new one 32x30 feet in size, with 8,000 bushels' capacity, is being built on the old site.

The La Platte Valley Milling Co. is building an elevator at Gothenburg, Neb. Its flour mill at that point has been closed down to permit a cement foundation being put in and additional machinery installed.

A. N. Protzman & Son are tearing down the old elevator at Hillsdale, Kan., and will build a new house on the site at a cost of about \$5,000. The elevator will be 18 feet by 24 feet and 20 feet high. There will be one grain dump



and one corn dump. Motive power will be derived from a 15-horsepower gasoline engine.

Work has been commenced on a new elevator at Cottonwood, Falls, Kan. It will be 30x30 feet, with a capacity of 15,000 bushels.

The Funk Grain & Elevator Company at Funk, Neb., has filed its articles of incorporation with the secretary of state. P. C. Funk, J. A. Swanson and C. W. Gustafson are the officers of the company. The capital stock will be \$25,000.

The H. Parker Grain Co. has made arrangements to build a new 14,000-bushel elevator at Little River, Kan. The old elevator will be torn down and the material used in the construction of the new house. The company operates a line of elevators along the Santa Fe.

Henry Roberts will build an elevator at Herman, Neb. Mr. Roberts has purchased a lot, 50x100 feet, for \$400 and will erect a house, 30x30 feet and, including the cupola, 60 feet high. The cost will be about \$5,500. Mr. Roberts at present operates elevators at Ceresco, Hooper and Tekamah, Neb.

The Nye-Schneider-Fowler Co. of Fremont, Neb., owner of the new million-bushel terminal elevator now being erected between Omaha and South Omaha, has recently ordered seven Hall Non-chokable Boots. The company is also planning other new and novel features for convenience and rapid work.

S. Sayers and A. J. Wixon have bought the mill and elevator of J. W. Jameson & Son at Stella, Neb. Mr. Jameson has been identified with the grain interests of that point for the past twenty years. He will move the flouring mill machinery to his new location in Montana. The new proprietors will retain the cornmeal plant and run it in connection with the elevator.

L. C. Adams of Cedar Vale, Kan., is having an elevator built at Dexter, Kan. The grain bins will be built in a circle surrounding an inner well containing most of the machinery. The circle is 28 feet in diameter outside, and the well 16 feet inside. The outer wall, the inner wall and the six partitions dividing the grain bins will be of concrete six inches thick, reinforced in the circles with strong steel wire. The height of the concrete walls will be thirty feet. In the lower part two bins, at opposite sides, will be cut out to make room for dump-side and track-side gangways to the well. The bin over the track-side gangway will hopper to the well; the bin over the dump-side gangway, to the dump, that bin being for custom chop. The dump is built in the usual manner, except that the catchbin is of concrete. The engine house is built against one side of the elevator.

#### WESTERN.

Albert Koesel has sold his hay, grain and feed business at Spokane, Wash., to H. Sallaske. The consideration was \$8,000.

The Moscow Grain Co. has let a contract for a warehouse and elevator to be built at Bluestem, Wash. The elevator is to hold 45,000 bushels and will be completed in time for this season's crop.

The Globe Milling Company is reported to have purchased 350 feet of land at San Pedro, Cal., from the Consolidated Lumber Company and to intend erecting a large grain warehouse at that point. The consideration is said to have been \$55,000.

The Farmers' Warehouse Co. of Los Angeles has purchased five acres at Sawtelle, Cal., and is building a large warehouse preparatory to handling the lima bean and grain crop in that section. The building is located near the Southern Pacific Railroad tracks and is 60x200 feet.

The Consolidated Dock Co. has been incorporated at Portland, Ore., by L. A. Lewis, Gay Lombard and F. B. Thorne. The company is capitalized for \$25,000, and its objects are to conduct a general brokerage, commission, warehouse, shipping and wharfage business, to ship and store grain, etc.

G. L. Campbell, of the firm of Campbell, Sanford & Henley, grain merchants, of Portland, Ore., has signed a bond which places in possession of that company for ten years 350 feet of wharfage at San Pedro, Cal. The property adjoins the Southern Pacific wharf on the west side. It was leased by the Consolidated Lumber Company of Los Angeles and probably will be purchased within a year for \$70,000.

The Spokane Grain & Milling Co. has turned over its warehouse and grain business to the Campbell-Sanford-Henley Co. of Portland, Ore. The business consists of houses at Tekoa, Latah and Waverly, Wash., run by the former company for seven years. W. Claude Renfrew, who has been with the Spokane Grain & Milling Co. for four years, will manage the business for the

new owners. The flouring mill business was retained and will be conducted by the Spokane company.

Cardle Bros. are building a grain and feed warehouse at Everett, Wash. The building will be 50x120 feet and will cost approximately \$12,000.

A number of prominent Portland grain buyers made a tour recently over the O. R. & N. lines, with a view to select locations for erecting warehouses. Among the places where tentative locations were chosen are mentioned Echo, Barnhart, Spofford, Valley Grove, Alto, Meeker, Pampa, Willada, La Crosse, Lee, Diamonds, Estas, McAdams and Sulphur, points distributed throughout the enormous wheat belt, where in the neighborhood of 50,000,000 bushels are harvested annually. The party consisted of Robert Kennedy, of the Pacific Coast Elevator Company; C. E. Curry, of the Northwestern Warehouse Company; Thomas Kerr, of Kerr, Gifford & Co.; D. Pattullo, of Balfour, Guthrie & Co.; W. E. Coman, general freight and passenger agent of the Southern Pacific Company's lines in Oregon, and M. J. Buckley, general superintendent of the O. R. & N. and Southern Pacific lines.

#### CANADIAN.

An elevator will be erected at Craik, Sask.

Four elevators will be built at Strassburg, Sask., this summer.

The Northern Elevator Co. has started work on its elevator at Kisbey, Sask.

The Smith Grain Co.'s elevator at Woodbay, Man., has been closed for the season.

The Imperial Elevator Co. will erect an elevator at Wauchape, Sask., this summer.

It is reported that an elevator will be erected at Battleford, Sask., by a Toronto capitalist.

The Farmers' Elevator Co. of Manor, Sask., has let a contract for a 36,000-bushel elevator.

Three applications have been sent in for the erection of grain elevators at Swift Current, Man.

The Canadian Elevator Co. has purchased the lumber yard of Wm. Cowan & Co. at Fielding, Sask.

Reported that the Colonial Elevator at Holland, Man., is now owned by the International Elevator Co.

It is reported that the Great Northern Railway will shortly erect a grain elevator at Winnipeg, Man., near the Small & Bucklin Mill.

The excavation for the new building of the Alameda Farmers' Elevator and Trading Co. at Alameda, Sask., has been completed.

The Frontenac Cereal Co.'s property at Kings-ton, Ont., including a 550,000-bushel elevator, is being offered for sale under order of the courts, for the benefit of creditors.

It is rumored that the Canadian Northern Railway Company will lease its elevator plant at Port Arthur, Ont., to the Empire Elevator Co., and will abandon the elevator business.

The farmers of Manitoba are being canvassed to form a joint stock enterprise for marketing their produce. The proposed concern is to build and operate its own elevators.

A 25,000-bushel elevator is being built at Caron, Man. by S. S. Matheson of Winnipeg. This will make the fourth elevator in that town. Mr. Matheson is also building an elevator at Midale, Man.

Thomas Roberts of the St. Anthony & Dakota Elevator Co. has traversed the line of the Brandon, Saskatchewan & Hudson's Bay Railway, now being built, selecting sites for elevators, which his company proposes building this season.

The rapid crop increase through western Canada has caused a phenomenal increase in the number of elevators built. From a total of 519 elevators in 1900, with a maximum capacity of 15,379,000 bushels, the number has grown to 1,018 houses, capable of accommodating 28,768,000 bushels of grain, while the construction of others is going forward in all parts of the country. The investment represented in these elevators at the end of last year was nearly \$55,000,000.

An agreement has been reached between the Town Council of Fort William, Ont., and the Western Elevator Co., for the purchase of a site on the Kaministiquia River for the erection of an elevator with 650,000 bushels' capacity. Reid, Bettington and Leitocaw, representing the Imperial and Great Western Elevator Co.'s offer of \$12,500 for 300 feet, where the town water and electric light plant stands, was accepted by the town, with the privilege of trading with the C. P. R. for another site if suitable. The

company will be exempted from taxes for ten years, and if at any future time the company build more elevators, the same to be erected within the corporation limits of the town. The elevator is to be completed by October 1.

The steamer Lambert was the first to discharge a cargo into the elevator at Prescott, Ont., this season. She was followed by the SS. Wallace. These are the first cargoes elevated into the Prescott Elevator in five years. During the time the elevator has been idle it has been sold twice, now being owned by the Montreal Transportation Co.

At a special meeting of the Montreal Corn Exchange, held recently, it was decided to petition the government to erect a 2,000,000-bushel elevator at Port Colborne, Ont. An intimation has been received that the government elevator, if erected at all, would only have a capacity of 1,000,000 bushels, and Montreal grain men contend that a big elevator at Port Colborne is necessary in order that the largely increasing business should be handled rapidly. The government is also being petitioned to deepen the channel up to the present elevator at Port Colborne in order that steamers may approach with a full cargo.

Not less than \$1,000,000 is to be invested by the Alberta Pacific Elevator Co. in a line of elevators from Calgary to the Pacific. The company proposes commencing at once the construction of a 500,000-bushel cleaning and sorting elevator in Calgary, and during the summer fifteen or twenty farmers' elevators of 30,000 bushels' capacity each, throughout the Province. Last year it built fifteen elevators of this class. Calgary is to be the main center of the grain trade of the company. All grain for the Orient will go through the Calgary elevator to be cleaned, before being shipped across the mountains. At Vancouver the company will commence at once the construction of an elevator on Burrard Inlet or Coal Harbor, where grain will be loaded for export. L. C. Strong is manager for the company.

#### IOWA.

An elevator is being built at Lime Springs, Iowa.

The new elevator at Carnes, Iowa, is almost completed.

A farmers' elevator company is projected at Holland, Iowa.

A farmers' elevator company has been organized at Grafton, Iowa.

The Farmers' Elevator Co. of Ashton, Iowa, has been incorporated.

The St. John Elevator Co. will rebuild its elevator at Ledyard, Iowa.

J. W. Pauly has sold his elevator at Solon, Iowa, to C. E. King of Ely, Iowa.

The Newburg Farmers' Elevator Co. has been incorporated at Newburg, Iowa.

B. C. Horstman is reported to have rented W. C. Endorf's elevator at Toronto, Iowa, for the season.

The Wills-Howard Grain Co. has carried out several improvements at its elevator at Lake City, Iowa.

The Plymouth Farmers' Elevator Co. has been incorporated at Plymouth, Iowa, with a capital of \$2,000.

Baker & Osborne have sold their grain and lumber business located at Ralston, Iowa, to David Milligan of Jefferson.

The Rockwell City Farmers' Elevator Co. at Rockwell City, Ia., has purchased B. F. Owens' elevator on the Newton & Northwestern, the consideration being \$800.

The Farmers Elevator Co. at Richards, Iowa, has the lumber on the ground for its elevator, but as yet no site. The I. C. R. R. thus far has refused to grant a site. The company will appeal to the Railroad Commissioners.

M. E. Blazer of Churdan, Iowa, has torn down his old house and rebuilt with a capacity of 18,000 bushels. An annex for ear corn has a capacity of 6,000 bushels.

The Reliance Elevator Co. of Minneapolis have purchased the Star Elevator at McGregor, Iowa, from Chas. R. Lull. It will be remodeled and equipped throughout with new machinery, so that they will have a capacity of 40 cars a day.

The Farmers' Co-operative Elevator Co. of Green Mountain, Iowa, has taken possession of the Thomas Elevator at Green Mountain and opened its doors for business. The new company acquires all of the buildings and appurtenances of the Thomas concern, for which it paid \$4,100.

E. G. Simpson & Company of Iowa Falls, Iowa, have disposed of their elevator and coal business at Popejoy, Iowa, to Alfred Pierce and J. W. Zufall. The new firm, Pierce and Zufall, are well known at Popejoy, Mr. Pierce having been a



stock buyer there for a number of years. Mr. Zufall has had charge of the elevator for its former owners.

#### THE DAKOTAS.

Fred Chesley is building an elevator at Bonesteel, S. D.

Elevators are in course of construction at Oakes and Lallie, N. D.

Rounsville & Doty are building a public elevator at Spiritwood, N. D.

Work is progressing satisfactorily on the elevator at Fullerton, N. D.

H. E. Denhart has purchased the Howard & Bemis elevator at Brookings, S. D.

It is reported that two new elevators will be built at Crystal, N. D., this summer.

Paul D. Kniss has purchased Samuel Dunbar's elevator at Souris, N. D., for \$5,000.

George Baht of Hancock, Mich., expects to open an elevator at Beach, N. D., this season.

E. T. Moyer and Frank Olson have opened a feed and grain business at Murdo, S. D.

The Powers Elevator Co. at Dickinson, N. D., has completed a dipping tank at Edgeley, N. D.

The Farmers Elevator Co. of Tyler, N. D., will build a 20,000-bushel elevator in time for the next crop.

The Occident Elevator Co. has completed a 30,000-bushel addition to its elevator at Cleveland, N. D.

A farmers' elevator company has been organized at Glenburn, N. D., and will erect a 40,000-bushel house.

The Norwich Farmers' Elevator Co. has been organized at Norwich, N. D., with a capital stock of \$6,000.

The Atlas Elevator Co. has purchased the elevator and lumber yard of Wm. Rohweder at Gary, S. D.

The Gribbin Grain Co. is building an elevator at Heaton, N. D. This will be the third elevator in that town.

The Acme Grain Co.'s elevator at Eastedge, N. D., has had its 12-horsepower engine replaced by one of 6 horsepower.

J. P. Williams & Son have sold their elevator at Delmont, N. D., to the Farmers' Elevator Co., recently organized.

The Sisseton Lumber Co. has commenced the erection of a 30,000-bushel grain elevator at Donnybrook, N. D.

The Independent Elevator Co. has completed its elevator at Wilmot, S. D. It is 30x30 feet with a capacity of 25,000 bushels.

The directors of the Farmers Elevator Co. have purchased the Great Western Elevator at Arthur, N. D., for the sum of \$12,000.

The Farmers' Elevator Co. of Flandreau, S. D., has increased its capital stock from \$2,000 to \$10,000 and will build an up-to-date elevator.

The Verdon (S. D.) Farmers' Elevator Co. is considering a proposition to build elevators in the two proposed new towns on the M. & St. L.

Two elevators are projected at Beach, N. D. One will be built by the Thorpe Elevator Co. of Minneapolis and the other by a local company.

F. M. Walton, lately manager of the Ellendale Milling Co. at Ellendale, N. D., has resigned his position and purchased an elevator at that place.

An option has been secured on Daniel Mettler's elevator at Eureka, S. D., by a company formed at Webster, S. D. The price named is said to be \$3,000.

The elevator at Guelph, N. D., is having a stone foundation put in, together with several other improvements, including a modern dump, new scales and a gasoline engine.

William F. Stichin has sold his new elevator at Drake, N. D., to M. B. Lytle of Lalle, N. D. Mr. Stichin will devote his time to the lumber and machine business.

Work has been commenced on the Maloney Elevator at Canova, S. D., the foundation of which was laid last fall. It is located south of the American Grain Co.'s elevator.

The North Dakota Realty & Investment Co. has purchased C. A. Pake's elevator and residence property at Denbigh, N. D. J. R. McLaren of Minnewaukon, N. D., the manager of the grain and coal department of the company is contemplating making Denbigh his headquarters.

The Eagle Roller Milling Co. of New Ulm, Minn., is building a line of elevators through South Dakota. Elevators have already been constructed at St. Lawrence, Wessington and Hitchcock, and one is in process of construction at Hecla at this time. Other crews will be placed

at work in the near future and the work on the string, which will be built before fall, will be pushed as fast as possible.

Ross Parks intends tearing down his warehouse at Lily, S. D. Mr. Parks complains of unjust inspection and incorrect dockage. He has already disposed of his house at Bradley, S. D.

E. I. Rudd is building a 10,000-bushel elevator on his farm near Colman, S. D. It will be operated by a gasoline engine and will be equipped with dump scales and modern machinery.

The Nome Grain Co., Nome, N. D., has elected the following officers: Chas. Furgeson, president; Fred Barstad, vice-president; Nels Gjorvig, secretary; John P. Drager, secretary and manager.

L. Buege, elevator builder of Minneapolis, Minn., closed the contract June 1 for a 30,000-bushel grain elevator at Overly, N. D., and 30,000-bushel elevator at Gardina, N. D., for George Doering of Tripp, S. D.

The Cargul Elevator Co. is remodeling its elevator at Galesburg, N. D. The work being done includes, new stone foundation, entire new machinery, all old woodwork taken out, new office, approaches and engine house. The company is also carrying out extensive repairs at its house at Rauville, S. D.

The Walhalla Roller Mill at Walhalla, N. D., owned by J. F. Mager, has been reorganized as the Walhalla Milling Co. and incorporated with a capital stock of \$15,000. The mill is being equipped with new machinery with a capacity for 150 barrels and a new elevator will be erected. The loading platform will be connected with the Great Northern tracks by a spur.

Work has been commenced on two steel storage tanks for the Russel-Miller Milling Co. at Valley City, N. D. Each tank will have a capacity of 50,000 bushels and with the elevator at the mill, the Monarch Elevator, the Persons Elevator and the elevator at the Soo, all of which are either owned or leased by the company, will give the mill a storage capacity of about 350,000 bushels at Valley City.

The M. & St. L. has decided to build eight elevators at the new town of Florence, S. D., on the extension from Watertown to Leola. It has also been decided to build elevators at all the stations on the new line. Officials of the company are visiting the townships and gathering statistics from farmers to show how much grain is handled in an ordinary season. The data collected so far show that more than 1,000,000 bushels of grain will be marketed at Florence this fall and the road decided at once to have eight elevators built there without delay, regardless of the progress in the construction of the road. New banks will be established in all the towns, two in each place, and it is expected to have them all open for business by the time the road is in operation.

#### EASTERN.

W. S. Grant has completed a grain store at Frankfort, Me.

A. B. Stamford has succeeded to the grain business of B. F. Dunn at Stamford, Ill.

The F. M. Turnbull Co. has been incorporated in New York to deal in hay, grain, straw, feed, etc. The incorporators are: Frank M. Turnbull, Newark, N. J.; E. Adams, Cornelia M. Adams, New York; F. W. Margarum, Sussex, N. J.

Elevator A at Girard Point, Pa., belonging to the Girard Point Elevator Co., a Pennsylvania Railroad organization, is being dismantled. The elevator, which has a capacity of 800,000 bushels, was erected about 1884 and has practically been condemned. It will not be replaced.

The Baptist Church property at Springfield, Mass., which has been given up as a place of worship for several years, has been sold to the Shedd & Hastings Grain Company of North Adams. The building has been undergoing alterations, and will be occupied in part by the grain business.

The retail lumber and grain business of F. Chaffee & Son of Rutland, Vt., has been sold to the Chaffee Lumber Co. George T. and Newman K. Chaffee, the former owners, will not have an active interest in future. The president and manager of the new concern is Fred G. Smith.

The annual meetings of the New England Elevator Companies, owners of the two Grand Trunk elevators at Portland, Maine, were held on May 26. The following were elected directors: Second Vice-President and General Manager, Charles M. Hayes; third vice-president, E. H. Fitzhugh; fourth vice-president, F. H. McGuigan; superintendent, M. B. Blaiklock; freight traffic manager, John Loud; assistant freight traffic manager, John Pullen; treasurer, Frank Scott, all of the Grand Trunk; general manager Charles W. T. Goding of the Casco Bay Line and treasurer Edward A.

Noyes of the Portland Savings Bank, Portland. After the adjournment of the stockholders' meeting the board of directors organized by electing Charles M. Hays president and F. H. Fitzhugh, vice-president. Mr. Hight was re-elected clerk for both corporations.

The Committee on Real Estate at Fall River, Mass., has decided to use the whole of the wharf at that town as a public dock with the exception of that portion nearest the street, which is now occupied by Mackenzie & Winslow's elevator. It was decided to renew the elevator lease at the same rate, \$650 a year.

#### OHIO, INDIANA AND MICHIGAN

D. A. Baker is building an elevator at Fayette, Ohio.

A new elevator is being built by a Mr. Lambert at Anderson, Ind.

The Owendale Grain & Lumber Co. has been incorporated at Owendale, Mich., with a capital of \$5,000.

Greeley & Co., grain merchants, and the Bickle Elevator Co., both of Sandusky, Ohio, are reported to have sold out.

I. B. Jones has purchased the grain elevator of Lewis & Fattic, at Markleville, Ind. The consideration was \$6,000.

Clarence Hopkins has sold his interest in the elevator at Breckenridge, Mich., to J. B. Crawford of Ithaca, Mich.

The grain firm of O. W. Bradley & Co. at Whitehouse, Ohio, will, in future, be known as O. W. Bradley & Son.

Richards Bros. have overhauled and repaired their elevator at New Paris, Ohio, in readiness for the coming season.

F. T. Koos will build a grain elevator at Milton, Ind., on the site of the mills that were recently destroyed by fire.

The Farmers Supply Co. of Brookville, Ohio, has purchased the elevator of Baker & Williamson, at that point. The consideration was \$8,000.

The Interstate Grain Co. will build a one-story iron and wood hay and grain elevator at North Fairmount, Ind. The cost of the building is estimated at \$7,000.

C. F. Barnhouse of Upper Sandusky has sold his interest in the grain business at Agosta, Ohio, to Charles O. Barnhouse, who will continue the business as heretofore.

The Brafford Milling and Grain Co., of Brafford, Ind., has been incorporated with a capital stock of \$8,000. The incorporators are: J. M. Brafford, L. F. Brafford and P. G. Brafford.

The Big Four Storage Warehouse and Elevator Co. has been incorporated for \$100,000 at Cincinnati, Ohio. The incorporators are: H. Ingalls, George Metzger, C. F. Borsseau and F. H. Wipper.

The John Parent Co. has been incorporated with a capital of \$40,000 to operate a grain elevator at Union City, Ohio. The directors are: George A. Lambert, Walter J. Parent, Harry E. Parent, Alice L. Parent and John Parent.

P. J. Thompson of Plainfield, N. J., has sold his interest in the elevator at New Washington, Ohio, to Jacob Gottfried of North Auburn, Ind. Mr. Gottfried has been operating a grain elevator at North Auburn, which he expects to move to North Auburn and conduct in connection with the elevator.

The City Roller Mills Co. of Vevay, Ind., has contracted for the erection of a steel grain storage, to have a capacity of 100,000 bushels. It will be ready for use by the fall and will be used exclusively for wheat and the facilities the mill has will be used for the storage of feedstuffs.

Lancaster Bros. & Co., who recently purchased the Vandalia Elevator at Columbia City, Ind., from Albert Christian, are carrying out extensive improvements to their new property. The building will be raised and a new foundation placed under it. Besides which the elevator will be completely remodeled and all the machinery repaired.

Plans are now being prepared by the Central Grain Elevator Co. for a large grain elevator, to be erected at Beech Grove, southeast of Indianapolis, where the New York Central lines are going to construct shops and establish an industrial city for the railroad employees. The Cleveland Grain Co., which owns the Central Grain Elevator Co., has bought a tract of land comprising a little more than eight acres, on which the elevator will be erected. The company has sixty or more elevators in adjoining states, all on the Big Four Road, and the new one, it is said, will be the largest owned by the company. The main



elevator will have a capacity of 1,000,000 bushels and in addition to this there will be thirty-two storage tanks, each eighty feet high and twenty-five feet wide. These will be built of cement. The elevator proper will be built of steel, tile and lumber. The company will use the new elevator as a terminal elevator in moving grain from Illinois and states farther west to the East.

## THE EXCHANGES

Memberships on the Duluth Board of Trade sold for \$3,000 on June 8.

The San Francisco Merchants' Exchange has reopened for business and the grain merchants of the devastated city are once more resuming operations.

The St. Louis Merchants' Exchange has adopted the same plan of charging interest on advances on consignments as was recently put in effect at Chicago.

Geo. Hadrill, secretary of the Montreal Board of Trade, will attend the sixth congress of the Chambers of Commerce of the British Empire to be held in London, England, on July 10-13.

The Chicago Open Board of Trade, by a vote of 65 to 5, has adopted a rule which prevents members from having any connection with outside exchanges where Chicago warehouse receipts for grain are a regular delivery. This is in line with the action of the big Board.

Omaha Grain Exchange is still being borne forward on a tidal wave of prosperity. On May 23 all previous records in option trading were smashed. On that day 1,382,000 bushels of wheat and corn changed hands. The highest figures reached up to that time was 950,000 bushels about a week previous.

### OMAHA'S BOOM.

Omaha stands in sixth place among the primary markets of the country in point of total grain receipts, for the first three months of 1906. This is shown by the March report of the Department of Commerce and Labor. The market stood seventh at the end of last year. Those cities distancing Omaha are Chicago, St. Louis, Minneapolis, Kansas City and Milwaukee. For the three months ending March 30, Omaha stood third in point of corn receipts, being distanced by Chicago and St. Louis. Omaha receipts for the three months were 7,096,100 bushels and St. Louis receipts 7,437,590 bushels. In point of shipments Omaha was ahead of St. Louis by more than 1,000,000 bushels.

### TOLEDO SUPPORTS BILL OF LADING CLAUSE.

The Toledo Produce Exchange, after a keen debate at a meeting held on June 1, sent the following telegram to Senator Tillman:

"At a meeting of the Produce Exchange of Toledo, held June 1, it was the opinion that the issuance of satisfactory bills of lading by the railroad companies, protecting shippers, is very important to the grain trade, and we, therefore, respectfully petition the Senate and House Conference Committee to retain and enact into law the amendment to the railroad rate bill, whereby common carriers are prohibited from limiting their common law liability by any form of bill of lading or condition inserted therein."

### THE TIME TO REGISTER WAREHOUSE RECEIPTS.

The question as to the time warehouse receipts should be delivered for registration at the clearing house of the Omaha Grain Exchange was discussed at a meeting of the board of directors of the exchange on June 1. The question was raised by A. B. Jaquith, the leading long in the May corn deal, with reference to warehouse receipts issued by the Updike Grain Company for 80,028 bushels of No. 2 corn bought by Mr. Jaquith. These receipts were presented for registration after 11 o'clock May 31 and after the secretary of the exchange had made a ruling and all parties interested had been notified, about 10 o'clock, that the receipts must be presented for registration by 11 o'clock. Mr. Jaquith protested against the registration of the receipts and against the clearing house tendering them to him, on the ground that under the ruling of the secretary they had been presented too late for registration and were therefore not legal tender. The question as to the time the receipts should have been presented for registration involved the question whether the receipts issued by the Updike company for 80,028 bushels of May corn were legal tender. The question, so far as it concerned the May deal closed May 30, was settled

by the board of directors deciding, on the advice of their attorney, that the secretary of the Exchange, in the absence of any printed rule covering the time warehouse receipts should be presented for registration, had no authority to make a ruling.

### NEW YORK PRODUCE EXCHANGE VOTES.

After the most keenly contested contest in the history of the institution the anti-administration party in the New York Produce Exchange swept the field at the annual election held on June 6. William Harrison Douglas, candidate for President on the anti-administration ticket, won by a majority of 87. Charles Rabadan, the Vice-President, was elected by a majority of 24. Treasurer E. C. Rice, of the administration party, was returned to office with a majority of 60. All of the anti-administration candidates for the Board of Managers were elected by varying majorities, except William H. Crossman, who was defeated by William H. Smith, the only administration man besides Mr. Rice to get in.

### CHICAGO INDORSES INDEMNITIES.

By a vote of 432 to 228, or almost 2 to 1, the indemnity plan of trade insurance was adopted by the Chicago Board of Trade despite all the opposition. Trading in indemnities can be conducted on the floor as any other speculative business, and the trades can be settled through the clearing house instead of by paying the money on the outside. It will be necessary to pay money between traders, as under the old privilege system. A brokerage charge of 25 cents for 5,000 bushels grain will be made to non-members, and 15 cents to members, in addition to the regular brokerage, in case the holder of an indemnity contract decides to take action on it at the close each day.

The Board's action gives the indemnity plan a better standing as regards the Board than it has ever had, and will not make it easy for any one to lie down on such contracts as under the old system of privileges. Business will be under the following style of indemnity contracts:

#### INDEMNITY OF SALE.

Chicago, May 15, 1906.

In consideration of the receipt of \$5 I hereby agree to indemnify Richard Roe and save him harmless from loss on the sale of 5,000 bushels of wheat for December delivery through an advance in the market to above the price of 85 cents per bushel.

This contract terminates at the close of the exchange on the regular business session following the date hereof. Any and all claims for payment of indemnity hereunder must be made and established in the manner and in accordance with the rules and regulations of the exchange providing therefor and relating thereto.

(Signed)

JOHN DOE.

#### INDEMNITY OF PURCHASE.

In consideration of the receipt of \$5 I hereby agree to indemnify Richard Roe and save him harmless from loss on the purchase of 5,000 bushels of wheat for December delivery through a decline in the market to below the price of 85 cents per bushel.

### ST. LOUIS AMENDS COMMISSION RULES.

By an overwhelming majority the St. Louis Merchants' Exchange on May 22 amended the commission rules by making the following new rates, to become effective at once:

Commission rates for the sale or purchase of—  
Ear corn and Kaffir corn, in bulk, on track, in elevator, or to arrive.... 1c per bu.  
Ear corn and Kaffir corn in sacks, on track, levee, in store or to arrive... 2½ per cent  
Ear corn and Kaffir corn in sacks, on track, levee, in store or to arrive, when the price is less than 60c per bu. .... 1½c per bu.

Whenever any property as above described is bought or sold on commission, for account of a member of this Exchange, or for account of a firm or corporation, one of whose general partners or officers is a member of this Exchange, in good standing, the minimum charge shall be one-half cent per bushel on bulk wheat, rye or barley, and three-eighths cent per bushel on bulk corn or oats; on all other commodities the minimum charge shall be one-half the rates prescribed in the above tariff. But in all such cases the member acting as commission merchant shall, in addition, charge exchange paid on drafts and interest at the current rate on all money advanced or paid by said member or by his firm or corporation, on account of or against such property, from the time of such advancement or payment to the time of reimbursement.

Interest shall not be charged, however, on payments made for freight, inspection or other incidental expense incurred in the handling of the property.

Whenever a member of this Exchange acts in

the capacity of a broker, the minimum charge for the purchase or sale shall be one-half cent per bushel on wheat, rye or barley, and three-eighths cent per bushel on corn and oats; on all other commodities the minimum charge shall be one-half of the full rates of commission prescribed in the above tariff.

## COMMISSION

Al V. Booth & Co. of Chicago have dissolved. A. V. Booth succeeds, Frank Teegarden retiring.

Robert Grant has taken charge of Rumsey & Company's business at Peoria, Ill.

James Hancock, head of the export house of Hancock & Co., Philadelphia, has taken over the membership of his father, the late Elisha A. Hancock, on the Chicago Board of Trade.

O. W. Clapp, after forty years in the grain trade at Chicago, has moved to St. Louis and become a member of the Merchants' Exchange. He will retain his membership on the Chicago Board of Trade.

E. P. Bacon, head of the Milwaukee firm of E. P. Bacon & Co., was seventy-two years old on May 16. He was at his offices the greater part of the day, receiving the congratulations of friends who knew of the anniversary.

J. M. Joyce is now with the Marfield-Griffiths Co., Chicago, after having been with Nash, Wright & Co. for thirteen years. In his new connection he has charge of a portion of the company's cash grain business.

Edwin J. Noble has sold his membership on the Chicago Board of Trade and will engage in other business. He formerly was state grain inspector and has been actively identified with the grain business for more than twenty years.

C. H. Requa, of the Chicago commission firm of Requa Bros., sailed with his family for Europe early in the month and expects to spend the greater part of the summer in Switzerland. He will probably be joined there by A. I. Valentine.

G. W. Higgins, the oldest living member of the Chicago Board of Trade, was on 'Change last week, shaking hands with friends preparatory to departure to the seashore for the summer. Mr. Higgins retired from active business some years ago.

The Warren Commission Co. has been incorporated at Peoria, Ill., to succeed the old firm of Warren & Co. E. D. Hamlin is president of the company and B. E. Miles is secretary. The officers, with L. H. Murray, constitute the board of directors. Capital stock is \$50,000. The company will do a general grain receiving and shipping business.

C. A. Foster of Pittsburg, Pa., sent an especial invitation to the grain trade to meet him at Chicago at the annual meeting of the Grain Dealers' National Association. He accompanied the invitation with a very useful gift, consisting of an oxidized silver chain for carrying keys. The bar bore the inscription, "C. A. Foster, Pittsburg, Pa. The Grain, Hay and Feed Man."

The Moore-Lawless Grain Co. has commenced business at Kansas City, Mo., with offices in the Board of Trade. The company is incorporated with a capital stock of \$20,000 and is officered as follows: W. C. Moore, president; N. H. Meeker, vice-president; G. A. Moore, treasurer; C. W. Lawless, secretary. All are experienced grain men. The company will do a commission business exclusively.

We understand there will be quite a radical change in the old firm of Milmine, Bodman & Co. on July 1. On that date the eastern partners will take over the New York business, and Mr. L. W. Bodman, the only western partner, will take the Chicago business and carry it on under the name of the Milmine-Bodman Grain Co. The Chicago house will drop the most of their stock and bond department and endeavor to give closer attention to grain in all its various branches. Mr. Bodman will associate with him Mr. Sidney Mitchell, who has been with the old firm since 1900, and will also retain Mr. H. M. Paynter, who will have immediate charge of the receiving trade. Mr. Bodman came to Chicago in January, 1884, and has had charge of the Chicago branch since that time. He tells us he has been in the grain business since 1867, but admits that there are several things about it that he has yet to learn. John H. Herron will continue as heretofore to represent the house in Illinois and Iowa.



## HAY AND STRAW

The hay firm of Leighton & Holden of Jackson, Mich., has been dissolved, Mr. Holden retiring and Mr. F. E. Leighton continuing the business.

Joseph H. Houtt and Earl Glen, who conducted a hay and straw business at Hagerstown, Md., have applied for a receiver, declaring they are insolvent.

J. H. Ross and Charles Orff have leased the old Kelsey warehouse at Mountainhome, Idaho, and will conduct a hay and grain and storage and forwarding business.

It is feared that thousands of tons of hay have been lost in Tulare County, Cal., through the storms and heavy rains which swept that part of the country the latter end of May.

L. S. Dillenback & Co., hay commission dealers of New York City, have dissolved partnership. L. S. Dillenback retires and the business will be conducted in future by Chas. J. Austin, the remaining partner.

Orlando H. Barsh, hay and grain merchant at Columbia City, Ind., is building a new brick structure to take the place of his present frame building, which will be removed to the rear and used as a hay storage room.

Over \$1,000 worth of baled hay was lost through a fire of unknown origin in E. Miller's warehouse at Winona, Minn., on May 20. The firemen were completely overcome by the dense smoke and more than half of the force had to receive medical treatment.

The plans for the Otto Weiss Alfalfa Stock Food mill at Wichita, Kan., have been completed and are in the possession of Mr. Weiss for final inspection. The plans call for a building that will allow the company to turn out 250 tons of stock food in a run of twenty-four hours.

A correspondent of the Country Gentleman, replying to a contention raised that corn is the king of American crops, maintains that such is not the case, but that hay occupies the regal position. Calculating from the statistics of the Department of Agriculture, he gives the following values per acre to the various crops: Corn \$11.86, spring wheat \$10.18, winter wheat \$11.20, barley \$10.80, oats \$9.89, rye \$10.07, hay \$13.12.

Recent rains through the country have given promise of a bumper hay crop, dispelling the fears which a somewhat prolonged drought had engendered. On June 1 the top price for prime hay in New York was \$19 for large bales and very little of this quality to be had. Considerable quantities of Canadian Stocks came in in bond to be shipped abroad as the demand was excellent in England. Rye straw was very slow. There was plenty of it on the market and \$13 was the top figure.

At the instance of the Winnipeg Board of Trade, the Minister of Trade and Commerce has introduced a bill at Ottawa for a legal definition of grades of hay through western Canada and for authority to establish hay inspection at Winnipeg. The proposed legislation was opposed by the Manitoba representatives, who, however, are reported to be willing to withdraw their opposition if the bill is confined in its scope to Winnipeg. This, it is understood, the promoters are willing to do.

Some big profits are being realized by Montreal hay firms who some time since, believing that the mild January and lack of snow followed by 15 to 20 degrees below zero with no overcoat to protect the meadows, would injure them and reduce the yield of the new crop, bought heavily at country points and stored them there, to await the expected advance in prices, which has recently taken place. A brisk demand is now being experienced at an advance of \$2 to \$3 per ton, and several firms stand to make \$15,000 to \$20,000 each.

The rapid growth in the business of the Alfalfa Meal Company of Council Bluffs, Iowa, has made it necessary for the company to plan for larger quarters, and plans are now being considered for the construction of an entirely new plant during the coming summer at a cost of from \$50,000 to \$75,000, which will quadruple the capacity of the present plant. Whether the new factory shall be built in Council Bluffs or Omaha is a question now under consideration by the company, which will finally decide it at a meeting of the stockholders to be held in Omaha June 20. The Alfalfa Meal Company was originally located in Omaha, but after the destruction of its factory by fire in February, 1905, it leased the old cannery factory in the southwestern part of Council Bluffs. It was then sup-

posed that the building was much larger than was necessary, but the business of the company has now made still more extensive quarters necessary.

The Canadian government is building a new steamboat dock at Stanbridge, at the head of the Missisquoi Bay, which connects with Lake Champlain. The dock is chiefly for the accommodation of the extensive hay trade. The hay shipments from Stanbridge during the past fall and winter amounted to 135 carloads, with fully as many from other stations near by. Of this more than 90 cars went from Stanbridge to Europe via Boston or New York, and 30 cars via Montreal. The average price was \$5.75 to \$6 per ton baled and loaded.

The Supreme Court of the United States affirmed by a divided court the decision of the Circuit Court for the northern district of Ohio in the interstate commerce case known as the hay rate case. The case grew out of the change of hay from the sixth to the fifth class of freight by the leading railroads and the Interstate Commerce Commission sought to prohibit the change through a writ of injunction. This the court refused to grant and the Supreme Court's decision sustains that action. Justice Holmes declined, because of his interest in one of the roads involved, to participate in the decision. Owing to the fact that the court was divided there was no written opinion in the case.

The Ontario government report says: "Like fall wheat, clover suffered from lack of protection of snow during the winter, and much of the crop was heaved, resulting in considerable loss. Low-lying spots were also badly winter-killed, and some had to be plowed up. Old fields showed most injury, the young clover coming through in remarkably good form. Notwithstanding the many complaints of poor fields there are nearly as many favorable accounts of a splendid showing. In fact, the two winter crops of clover and fall wheat never have called forth more varied reports as to prospects, correspondents in the same localities widely differing as to the condition of both."

### THE NATIONAL HAY ASSOCIATION CONVENTION.

*Editor American Elevator and Grain Trade:* You will please find attached the program of our Put-In-Bay convention. This will be subject to revision and will no doubt be slightly changed by the time we meet in convention.

Everything now points to a record breaking attendance. The manager of Hotel Victory writes me that a very large number of rooms has been already engaged for the convention week. The date seems to be very popular among country shippers and more of these will be in attendance than at any previous convention.

Awaiting the pleasure of meeting you at Put-In-Bay, I am, Sincerely yours,

P. E. GOODRICH.

Winchester, Ind.

Sec'y.

### THE PROGRAM.

Following is program of the National Hay Association's thirteenth annual convention, to be held at the Hotel Victory, Put-In-Bay Island, O., on July 3, 4 and 5, 1906:

Tuesday, July 3—10:00 a. m.

Convention called to order by the President, F. D. Voris, Neoga, Ill.

Invocation by Rev. Dr. Higley, Sandusky, O.  
Address of Welcome on behalf of Ohio Shippers, by A. B. Clutter, Lima, O.

Response on behalf of the National Hay Association, by E. A. Dillenbeck, New York.

Reading of minutes of Convention of 1905, by the Secretary.

Appointment of Committees.

Adjournment until 2:30 P. M.

Same Day—2:30 p. m.

Report of Committee on Legislation—W. L. Pain, Atlanta, Ga. Discussion led by Byrd Douglas, Nashville, Tenn.

Report of Committee on Standard Bales—C. S. Bridge, Chicago. Discussion led by P. M. Gale, Cincinnati.

Report of Committee on Cipher Code—J. L. Johnson, Pittsburg.

Report of General Counsel—John B. Daish, Washington.

Report of Committee on Quotations—C. J. Austin, New York. Discussion led by H. S. Grimes, Portsmouth, O.

New business.

Adjournment.

Same Day—8 o'clock p. m.

Address—"The Future Prospect of Growing and Handling Hay for a Profit," C. H. Springer, Moravia, N. Y.

Report of Committee on Interstate Commerce—Chas. England, Baltimore.

Report of Committee on Demurrage and Reciprocal Demurrage—C. S. Bash, Ft. Wayne, Ind. Discussion led by G. W. Hill, Nashville, Tenn.

Report of Committee on Statistics—S. T. Beveridge, Richmond, Va.

Report of the state Vice-president's paper—"The National Hay Association Socially," D. P. Byrne, St. Louis, Mo.

Adjournment.

Wednesday, July 4—9:30 o'clock a. m.

Report of Committee on Transportation—G. S. Loftus, St. Paul, Minn.

Report of Secretary-Treasurer—P. E. Goodrich, Winchester, Ind.

Report of Special Committee on Grades—J. A. Heath, Chairman, Lenox, Mich. Discussion.

Paper—"How to Have More Good and Less Poor Hay," C. T. Wade, Farina, Ill. Discussion led by John Fangbner, Fremont, O.

Report of Committee on Terminal Facilities—J. W. Dusenbery, New York.

Paper—"Harmony Between Shipper and Commission Man," J. R. Guild, Medaryville, Ind.

Report of Committee on Trade Rules—F. F. Collins, Cincinnati.

Report of Committee on Mutual Hay and Warehouse Insurance—W. L. Mitchell, Union City, Pa.

Completion of reports from state Vice-presidents. Unfinished business.

Same Day—2:30 p. m.

Boat ride on the Lake to Sandusky and return to Put-In-Bay for dinner at 6:30 p. m.

9:00 o'clock p. m.—Display of fireworks from a float in the lake near Hotel Victory, the day's exercise to close with a ball in the assembly room of the Victory.

Last Session—Thursday, July 5, at 9 o'clock a. m.

Report of Committee on Board of Directors' Report.

Report of Committee on Arbitration and Investigation, E. M. Wasmuth, Roanoke, Ind.

Report of Committee on Grades, C. W. Tingley, Columbus, O.

Report of Committee on Secretary-Treasurer's Report.

Report of Special Committees.

Report of Committee on Place.

Unfinished business.

Report of Nominating Committee and Election of Officers.

Installation of officers.

Good of the order.

Adjournment, sine die.

[For the "American Elevator and Grain Trade."]

### ALFALFA AND ALFALFA PRODUCTS.

BY J. T. WOOLSEY.

Secy.-Treas. Woolsey-Stahl Hay Company.

We regard alfalfa hay as the most important of all rough feed. Why? Because we have had experience and observed the experience of others; we have consulted many dairymen and feeders and studied the subject of alfalfa thoroughly.

F. D. Coburn in the Twentieth Century Farmer says: "'A' stands for alfalfa, which increases the fertility of the soil." The high price of alfalfa feed has restricted the seeding more or less, and many farmers fear an overproduction, but we do not believe this country will produce too much alfalfa for years to come. The value of alfalfa is just becoming known, and the demand for it will be greater than the supply. There is no crop grown that returns so great a revenue for an equal amount of labor as alfalfa; besides this, it is the only known feed that draws all its rich properties from the air and takes nothing from the earth; hence the soil on which it grows will become richer and better year after year so long as the alfalfa is left to grow. The roots of alfalfa will grow twenty feet deep and are a far better fertilizer than the roots of clover.

To keep alfalfa in the same field for a long period of years, however, it should be thoroughly disked early each spring, as its tendency is to "bunch," which will cause a smaller yield and also leave room for foreign weeds to grow.

Bulletin No. 125, Kansas State Agricultural College, page 91, gives the following comparative values of rough feeds: Alfalfa, 100; red clover, 70; mixed hay, 67; prairie hay, 51; timothy hay, 47; oat straw, 33; wheat straw, 25; and in protein nutrients and total nutrients, green alfalfa stands far ahead of any green feed. From these comparisons it will be seen that the feeding value of alfalfa is worth nearly twice that of prairie hay; more than twice that of timothy, and 30 per cent more than red clover.

Many feeders, when first using alfalfa hay, make the great mistake of overfeeding; and we again quote from Bulletin No. 125, which says, "An attempt was made to give cows all the alfalfa hay they would eat; and when they found the supply of hay rapidly diminishing, they learned the cows were eating 43 pounds each per day, besides 15 pounds of Kafir corn fodder. The amount of alfalfa hay was reduced to 33 pounds and Kafir corn fodder to 3½ pounds daily per cow, and the



yield of milk was increased. The quality of hay was the same in both instances; but in the latter case it was all eaten clean, while in the former case a considerable amount was wasted; and later experiments show still greater reductions of feed without reducing the flow of milk."

Alfalfa being very strong in protein, is also lacking in heat; hence it is a most valuable summer food for horses, and should be fed with corn, shorts or other heating grain feed in winter.

The question is often asked, what is protein? It is that nutriment which produces flesh, ligaments, muscles, tendons, sinews, hair and hide; it is that which composes the animal structure; it is that which continually renews the wear and tear of the system; it is the basis of blood, the source of casein in milk. It is the most valuable property in feedstuffs; and the Wisconsin Experimental Station reports that "one acre of alfalfa yields as much protein as three acres of clover, as much as nine acres of timothy and twelve times as much as an acre of broom grass. The January Bulletin of the Massachusetts College gives the percentage of the protein in the following feedstuffs as follows: Ground oats, 11; ground wheat, 11; barley meal, 11; rye meal, 10; corn meal, 9; corn bran, 9; clover meal, 12; alfalfa meal, 18. Thus the feeding value of alfalfa is easily understood. As a pasture it is not good for cattle or sheep, as they are liable to bloat, but for horses and hogs nothing equals good alfalfa pasture.

Proper Ration or Amount of Feed.—Cows, like horses, should be fed according to size and also according to the flow of milk. A cow giving ten pounds of milk daily does not need so much as the one giving 20 or 30 pounds; hence it is necessary for the feeder to practice good judgment and profit accordingly; the range of ration being about as follows: Alfalfa hay, 25 to 30 pounds; ground corn or Kaffir corn, 7 to 10 pounds. Experts sometimes introduce other feeds along with the above, but this article is not intended to instruct experts. For horses, use 20 to 30 pounds of alfalfa (according to size of horse and amount of work required) and five to eight pounds of corn chops, or 6 to 12 pounds of oats. One of the very best grain feeds is mixed corn and oats—one-third corn and two-thirds oats ground together. When other hay is used, a much heavier grain ration must be fed. Alfalfa is as valuable for horses as it is for dairy cattle. Oats and alfalfa are the feed given to Sysonby, the fastest horse alive, whose winnings were \$144,000 in 1895.

April Flour and Feed says the Robison Percheron farm is the largest breeding establishment of draft horses in America. For fifteen years the brood mares and growing colts on this farm have been fed alfalfa every day, for the purpose of developing large frame, heavy bone and muscle. A stallion from this farm won sweepstakes at the St. Louis Fair, and another has just brought the highest price ever paid at a public sale. Ex-Governor Hoard owns a large farm in Wisconsin, and finds that, while doing heavy farm work, his horses keep in good condition on alfalfa and only 12 ears of corn a day. Good alfalfa contains 16 to 18 per cent protein; corn and oats, 12 per cent. The horse needs mineral matter for the juices of the stomach in order to have good digestion, and mineral matter is required in large quantities in the formation of bone, muscle and blood. Alfalfa contains five times as much mineral matter as corn and two and one-half times as much as oats.

Alfalfa contains more nutrition than any of the grains. It makes digestion easier and more complete, and lessens the tendency to fermentation and colic. It has a pleasant aroma and flavor, and horses have a keen relish for it. It is one of the most easily digested feeds and aids in the digestion of the grain with which it is fed, so that horses fed alfalfa utilize to a much greater extent the nourishment in their grain. It is a mild laxative and keeps the system cool. This effect produces a glossy coat, bright eyes and spirit. This cooling effect enables horses to stand hard work in hot weather; and teamsters in cities find alfalfa to be their best hot weather feed. No other feed will put as fine a coat on a horse as alfalfa, and for this reason it is especially valuable for carriage and saddle horses. Hundreds of thousands of dollars are spent for breeding horses from England and France every year, because those raised in the United States lack bone and size. The reason is that the feeds given the mare and growing colt are lacking in protein and mineral matter. Alfalfa supplies these materials plentifully, and horsemen who have fed alfalfa the year around to their brood mares and colts have produced horses with as strong a development of bone and muscle as are found in the best imported horses.

Those who are not well acquainted with the merits of alfalfa, always express their surprise

at the claims made for it as a feed for swine, and again we beg to quote from information received from the Manhattan Station that 102 pounds of alfalfa hay takes the place of 64 pounds of grain. (What would hogs do with prairie or timothy hay?)

Alfalfa is such a splendid feed and so heavy a yielder and good drought resister, its growth cannot be urged too strongly as an economical producer of beef as well as of other classes of stock which relish and thrive upon it. Alfalfa furnishes a feed that can almost invariably be depended upon, no matter what the season is; and when grain fails it alone will keep stock in good condition.

Alfalfa should be cut when just beginning to bloom, or when about one-tenth of the blooms appear. If cut at this time, the most feeding value is obtained, the most protein is in the plant, the plant is not hard and woody, and the leaves stick better to the stem, thus saving in weight as well as feeding value. If left till the plant gets hard and woody, the feeding value is not as good; the best price on the market cannot be obtained; the plant is injured, and the next cutting or crop will suffer a lighter yield. Cut early and cut often. Make four crops instead of three, and you will have more and better hay and better prices. If you cannot cure the first crop so as to retain the green color, stack it green (but not wet, for it will ferment or heat in the stack, turn brown, and come out with the odor and color of plug tobacco). If cut early, so that the stem will be soft and pliable and retain all the leaves, it will sell nearly as well as No. 1 hay; but if the first crop is left until hard, woody and stemmy before cutting, and the leaves nearly all off, it is a poor seller even if green in color.

The bale that sells best and meets all competition in any market is made with a 7-foot bale tie and weighs about 60 pounds. This size bale permits of loading the ordinary car to full shipping weight, which is necessary to save freight, and is the small bale so desirable in the retail trade. Thus you meet the competition between retailers and shippers and get the top price the market will afford for your hay.

Endeavor, so far as possible, to load uniform grades in the car. Very often a buyer wants a car of choice, No. 1, or even No. 2 hay; and if the car is mixed, he will not buy it; competition is lost; and the buyer takes advantage of this and buys it at his own price. Don't blame your commission man if you are disappointed with the returns of a mixed car.

Don't load bales flat (on sides) unless very dry. Bales with any moisture whatever should be loaded edgewise, as they are not nearly so liable to heat in the car if loaded this way.

Let the car door show a fair average of what the car contains and always tell your commission man the exact weights and number of bales so he can work intelligently when making a sale.

## OUR CALLERS

[We have received calls from the following gentlemen prominently connected with the grain and elevator interests during the month.]

J. Spencer, Wauconda, Ill.  
C. H. Seybt, Highland, Ill.  
L. C. Breed, St. Louis, Mo.  
F. E. Allen, Oshkosh, Wis.  
E. S. Conklin, Marcellus, Mich.  
H. S. Heffner, Circleville, Ohio.  
Harry Kenyon, Maple Park, Ill.  
W. L. Richeson, Chief Grain Inspector, New Orleans, La.  
G. M. Robinson, president Charter Gas Engine Co., Sterling, Ill.  
M. E. Rozelle, representing The Wolf Co., Chambersburg, Pa.

The Farmers' Grain and Stock Co. at Kenesaw, Neb., has gone out of business.

The Farmers' Elevator Co. at Holmes, Ia., earned \$1,125.51 from August 1 to April 30.

The Farmers' Mill & Elevator Co. of Great Bend, N. D., earned 70 per cent during the eight months ending April 30, 1906.

The court has ordered an assessment of 86 per cent on the stock of the Neillsville Farmers' Elevator Co. of Neillsville, Minn., to pay debts.

Melrose, Minn., has been designated a state grain sampling station. R. William has been appointed state sampler, S. Curswell as sampler for the Burdick Company and a Mr. Peterson for the Minneapolis Chamber of Commerce.

## COURT DECISIONS

[Prepared especially for the "American Elevator and Grain Trade" by J. L. Rosenberger, LL. B., of the Chicago Bar.]

### Sales for Future Delivery.

Sales of commodities for future delivery, the Supreme Court of North Dakota holds (John Miller Co. vs. Klovstad, 105 Northwestern Reporter, 164), are presumed to be legitimate, and the burden is upon the party asserting the contrary to establish such fact. A contract for the sale of a commodity for future delivery is valid, if the parties intend that there shall be an actual delivery; but if the parties do not contemplate an actual delivery of the commodity sold, but agree that one party shall pay the other the difference between the contract price and the market price at the date set for the execution of the contract, it is void as a wagering or gaming contract. In an action on such a contract, it is no defense that the vender did not intend an actual delivery of the commodity, if the other party contemplated such delivery. The test of illegality is the intention, not alone of one of the parties, but of both.

### Liability of Carrier for Conversion of Grain.

In an action brought against a transportation company to recover for the conversion of certain oats waybilled through error of the initial carrier to wrong destination and consignees, the Supreme Court of Georgia holds (Merchants' & Miners' Transportation Co. vs. Moore & Co., 52 Southeastern Reporter, 802), that any distinct dominion wrongfully asserted over another's property in denial of his right, or inconsistent with it, is a conversion. It is unnecessary to show that the defendant applied it to his own use. If he exercised dominion over it in defiance of the owner's right, or in a manner inconsistent with it, it is in law a conversion, whether it be for his own or any other's use.

A carrier is chargeable with a conversion at the instance of the consignee or his assigns, if it delivers the goods to any other person; and this is true, notwithstanding the carrier acts in entire good faith, and the wrong delivery is the result of an innocent mistake on the part of another carrier, from which it received the goods. When a carrier is guilty of a conversion resulting from a wrong delivery, it cannot take advantage of a stipulation in a bill of lading, which provides that, "Claims for loss or damage must be made in writing to the agent at the point of delivery promptly after the arrival of the property, and if delayed more than 30 days after delivery of the property, or after due time for the delivery thereof, no carrier hereunder shall be liable in any event."

Moreover, in an action of tort against a carrier for the conversion of goods consigned to the plaintiff, the carrier cannot take advantage of its own wrong in lessening the measure of its liability by invoking a stipulation in a bill of lading that, in the event of loss, the measure of damages shall be the value of the property at the time and place of shipment. In an action for the recovery of damages on account of a conversion, proof of a demand and a refusal is only required as evidence of the conversion; and, where the conversion is shown by other evidence, such proof is not essential.

### Requirements of Correspondence Contracts.

Briefly summarized, the Court of Appeal, Third District, California, says (Philip Wolf & Co. vs. King & Starrett, 82 Pacific Reporter, 1055), that the principles governing contracts entered into by correspondence are:—That it is for the court to determine whether letters, which have passed between the parties, constitute an agreement between them; that to constitute a binding contract made in this form there must be a proposal squarely assented to; that if the acceptance be not unqualified, or go to the actual thing proposed, there is no binding contract; that a proposal to accept, or an acceptance based upon terms varying from those offered, is a rejection of the offer; that an offer imposes no obligation, unless accepted upon the terms proposed, and the acceptance must be absolute and unqualified, for, if qualified, it is a new proposal.

In the case before the court the sole question was whether certain correspondence constituted a contract for the sale of certain hops. In the first place, the plaintiffs wrote to the defendants (who were hop growers), offering a certain price per pound for 20,000 pounds of hops in advance of the harvest. In replying to the



plaintiffs' letter, the defendants did not submit an absolute and unequivocal acceptance, but coupled it with a new condition. The plaintiffs responded by accepting the condition, but in turn coupled their acceptance with what the court thinks must have been intended as a still further condition, namely, that the defendants execute the contract inclosed with the plaintiffs' letter of acceptance, which bore the plaintiffs' signature, which contract contained conditions other than those mentioned in the correspondence, and, considered as part of the plaintiffs' acceptance, constituted a new proposal to which it was not pretended that the defendants ever consented.

Guided by the principles above set forth, the court thinks it quite clear that the consent of the parties to the same subject matter in the same sense was not shown by the correspondence, and so it holds that there was no contract for lack of mutual consent by agreement "upon the same thing in the same sense."

#### Ownership of Wheat.

An oral sale of wheat without actual or constructive delivery or payment of any part of the price, and without any special agreement as to immediate delivery or change of title, the Supreme Court of North Dakota holds (St. Anthony & Dakota Elevator Co. vs. Cass County, 106 Northwestern Reporter, 41), is not a completed sale and the title does not pass to the purchaser but remains in the seller, and the wheat was properly assessed against the seller in whose possession it remained on April 1, 1897.

Again, the court says that the mere issuing of a warehouse receipt without delivery will not constitute a completed sale, nor will that fact be sufficient to make a sale within the requirements of the statute of frauds. It was claimed that title may pass before delivery in certain cases, and the court does not dispute the proposition, but it holds that the facts must show that such was the intention of the parties. That is the test as to whether the title has passed or not.

#### DAMAGES FOR ERRORS IN TELEGRAMS.

The following batch of decisions is taken from the Harvard Law Review:

"The accepted rule as to the damages recoverable for the breach of a contract to transmit a telegram is boldly ignored in a late case. The plaintiff gave to the defendant, a telegraph company, for transmission to his attorney, a message which read: 'Attach property for seven hundred and ninety dollars;' as delivered it read: 'Even hundred ninety dollars.' The attorneys attached for the latter amount, and thereby the remainder of the plaintiff's claim was lost. The court assumed in their decision that the defendants are liable for the full amount of this loss. *Western U. T. Co. vs. Beals*, 76 N. W. Rep., 903 (Neb.).

"In the case of a negligent transmission of a telegram the courts have almost universally applied the general rule of *Hadley vs. Baxendale*, 9 Exch., 341, which limits the consequential damages for a breach of contract to those within the contemplation of the parties at the time of entering into the agreement. So in every case the struggle at the trial is to show one of two things—either an actual notice, given by the sender to the operator, of the possibility of special damage, or a constructive notice given to him by the very words of the message. *Western U. T. Co. vs. Landis*, 18 Ill. App., 57; *Squire vs. Western U. T. Co.*, 98 Mass., 232.

"Upon the latter point there seems to be two lines of decisions, the first logically adhering to the rule and requiring the message to give the operator specific notice of the possibility of loss, the second holding it sufficient if the business importance of the message appears clearly. *Primrose vs. Western U. T. Co.*, 154 U. S., 1; *Postal T. Co. vs. Lathrop*, 131 Ill., 575. In either case the remedy is notoriously inadequate. Accordingly some few courts, not relying upon any principle, but frankly recognizing the anomaly, have refused to apply the rule of *Hadley vs. Baxendale*, supra; *Western U. T. Co. vs. Way*, 83 Ala., 542; *Western U. T. Co. vs. Reynolds*, 77 Va., 173.

"This judicial legislation and the numerous modern remedial statutes lead one to question whether the law of damages has been properly applied to the case of the telegram. Damages flowing from a breach of contract are of two kinds, direct and consequential. It is only in the case of consequential losses that the rule of *Hadley vs. Baxendale* is law. But is not the damage in the case at hand direct? The direct loss, as in all cases of breach of contract, is the value of the contract. The telegraph company has failed to deliver the information given to it; the value of

the contract lost, then, is the value of the information transmitted.

"In an analogous case a common carrier without notice is held for the value of a package negligently lost. So in the principal case the court correctly assumes that the measure of damages is the difference between the sum attached for and the debt. A solution of all difficulties, then, would seem to be to recognize that the loss of the intelligence is a direct loss, and that the standard of damages is the inherent value of that information."

## IN THE COURTS

R. D. Armstrong, a stock and grain broker of Staunton, Va., has made an assignment. His indebtedness is stated to be about \$6,000. A capias was issued for Mr. Armstrong but he was released on his own recognizance.

The Supreme Court at Columbus, Ohio, has again upheld the law which permits a person to recover money lost at gambling. It directed the O'Dell Commission Co. of Cincinnati to pay \$685 to Herbert D. Campbell for money lost through speculation in grain.

The Henderson Elevator Co. of Henderson, Ky., has filed suit in Circuit Court against John Lowry of Fairland, Ill., for the sum of \$1,096.31, alleged to be due the plaintiff for shortage in the shipment of several car loads of grain. The plaintiff asked for an attachment of funds in the hands of the Louisville & Nashville Railroad Company.

The court found for the defendant in the case of the Farmers' Elevator Co. of Wylie, Minn., vs. the Great Northern Railroad. The farmers petitioned the court to set a value upon a site on the railroad right-of-way for a proposed elevator. The court held that the plaintiffs had not been definite enough in their description of the property.

Harris, Gates & Co., a Chicago Board of Trade firm, has won a verdict of \$43,046 in its suit against Charles Waite and Robert H. Thorburn, former Board of Trade operators. The issue involved was a payment for a million bushels of corn sold by the Harris-Gates company to Waite, Thorburn & Co. in 1902, a dispute over the payment for which ended in the suspension of the latter from the board.

The suit of the Hezel Milling Co. of East St. Louis, and the Regina Milling Co. of St. Louis, against C. L. Davis, state grain inspector, was dismissed by Judge Moyers, of the East St. Louis City Court, for lack of evidence. The milling companies bought wheat represented as No. 2, which they claim was of inferior grade when delivered, and they were forced to sell it at auction for a lower price than they paid. The suit was brought to recover the amount of the loss.

Attorney General Stead has filed a suit for \$5,000 against the Baltimore & Ohio Railroad on behalf of the state of Illinois. The charge is unjust discrimination in railway freight rates. It is alleged in the declaration that the railroad extorted an exorbitant rate for transporting a carload of oats for the Pleasant Plains Elevator Co. to East St. Louis. The regular rate is 7 cents per hundred and it is asserted the road charged this company 8 cents per hundred for hauling a carload of 49,100 pounds.

The case of the St. Louis Hay and Grain Co. against the Southern Railroad Co., now on trial in the federal court in East St. Louis, is attracting much attention. The hay and grain company asks for \$1,572.08 on account of the railroad company charging 2 cents more on the 100 pounds of grain shipped to the South and Southeast, in violation of the interstate commerce laws. Attorneys for the interstate commission are assisting the attorneys for the St. Louis Hay and Grain Co. and it is said that all the railroads are aiding the Southern to make a test case.

The Royal Trust Co. has commenced two actions in the Superior Court at Montreal against the Great Northern Elevator Co. and the Great Northern Railway. The actions are in connection with the Great Northern Elevator at Quebec, which, it appears, was originally built by the Great Northern Railway Co. and sold to the elevator company, which executed a mortgage to the Royal Trust Co., through the agency of which the company's bonds were placed on the market. On the execution of the trust deed the elevator company leased the structure to the Great Northern Railway for twenty years, at a rental payable to the trust company of an amount sufficient to meet the interest charges and to provide a sinking fund for the repayment of the bonds at

maturity. The bonds were also guaranteed by the Great Northern Railway. It is alleged that the rental has not been paid and that the elevator company has not complied with the conditions. The amount claimed by the plaintiffs is \$56,500.

John H. Brett of Mt. Vernon, N. Y., formerly receiver of taxes for that city, and a dealer in grain and feed, has filed a petition in bankruptcy at New York City with liabilities of \$323,577 and no assets. Of his liabilities \$313,666 arose out of his official position as receiver of taxes. The rest of his liabilities are for merchandise sold to him in 1904-1905. He began the grain business in 1892, and made an assignment for benefit of creditors on May 28, 1905, to Charles C. Ramey of this city, who recently paid a dividend to creditors of 35 cents on the dollar.

An appeal from the decision of Judge Sanborn in the case of the Globe Elevator Co. against the Wisconsin Grain and Warehouse Commission will be taken to the United States Circuit Court of Appeals at Chicago. The decision of Judge Sanborn in the suit, which was brought for the purpose of testing the constitutionality of the Wisconsin law, held with the elevator company, which claimed that the law interfered with interstate traffic. The temporary injunction which was secured at the time of the filing of the suit, and which was subsequently made permanent by the decision of Judge Sanborn, will remain in effect until the case has been passed upon by the Court of Appeals.

The North Dakota State Board of Railroad Commissioners has decided a dispute between F. H. Dickinson of Ayr and the Ames Elevator Co., over dockage on a sale of flax. Dickinson was present when each load was weighed into the elevator and tabulated the dockage agreed upon and the weight of grain. When the delivery was completed the buyer claimed dockage amounting to nearly \$100 more than Dickinson claims was agreed on, and as the elevator people insisted upon their charge, Dickinson appealed to the railroad commission and Assistant Attorney General Stevens appeared for the state. The commission found for Dickinson, but this being the first case of this kind brought before them, they sought a middle course, and permitted a compromise between the parties, by which Dickinson received \$33.

Attachment proceedings have been begun against Hopwood Bros., grain dealers at the new station of Hopwood on the line of the St. Louis branch of the C. & E. I., one by the Hamilton & Cunningham Bank at Hoppeston, for \$1,087.29, on account of an overdraft for that sum, and one by Frank Anderson a farmer of that vicinity for \$524.66, on account of grain sold and delivered to them. The firm consists of Charles Hopwood and B. F. Hopwood. The title of the elevator was in the name of Charles, who conveyed it Friday, May 11, to P. T. Peterson and E. O. Wheelock. The consideration given in the deed was \$10,000. The Hopwood Bros. went to East Lynn from Kankakee County and bought an elevator. They also established a business at the new station on section 22 in Fountain Creek to which they gave their own name. Last month they conveyed their property in East Lynn and later a deed was filed conveying the elevator at Hopwood to P. F. Peterson & E. O. Wheelock. It is said that the firm has met with losses in grain speculation. The Hopwoods are understood to be doing their best to square up their indebtedness, part of which consists of balances due to farmers in that vicinity for grain bought by and delivered to them.

John Hill, Jr., who as a member of the Chicago Board of Trade, has been hunting up information to sustain the charges of the Board that the O'Dell Stock and Grain Co. of Cincinnati has been using its quotations without authority, has filed an affidavit in the United States Court alleging new discoveries on that subject. Hill claims that since January the O'Dell Company has been receiving information over a leased line belonging to the American Telegraph and Telephone Co. running between Cincinnati and Philadelphia. The Cincinnati terminal was said to be in the O'Dell Company's office, and Hill claims that the Philadelphia terminal was found to be in a building a short distance from the Western Union office. He alleges that the trunk wire into the Western Union office was tapped within a short distance of the building said to be in charge of one of the O'Dell Company's telegraphers, who it is claimed, tapped the Western Union trunk wire, and in that way secured the quotations of the Board of Trade and sent them on to Cincinnati. Mr. Hill relates that an operator named Whitfield, who was found in the office supposed to belong to the O'Dell Company in Philadelphia, was arrested on the charge of wire-tapping, and is still held on the charge. Mr. Hill asks the United States Court to allow him



time to get in this evidence for the Board of Trade, which, he insists, will show that the persons accused were violating the recent injunction of the United States Court.

### CARRIERS' RELEASE FROM LIABILITY.

To the Editor: You point out that in case of loss the shipper can only collect the invoice value from a common carrier, providing a clause to this effect appears in the bill of lading. You say: "The carrier's agreement to transport the goods is sufficient consideration. The shipper naturally pays a lower rate of freight than he would be required to pay if the obligation of the carrier in case of loss were to be greater." Now, in case the rate charged by the railroad is the actual maximum tariff rate, it appears to us that there is no consideration. Cannot the shipper in this case compel settlement based on the value at time of loss or at reasonable date of arrival, notwithstanding that the invoice value clause appears in the bill of lading?

Reply.—The common law rule is that the carrier shall pay, for goods lost, the value of the goods at the time and place at which they ought to have been delivered. There are various exceptions, depending upon special facts, but this is the general rule. Every shipper has a right to have his goods carried in accordance with this common law rule unless, for a consideration, he agrees to relieve the shipper of some part of the obligation which the common law has placed upon him. If it is perfectly plain that the shipper has knowingly entered into the agreement, and if there is no doubt as to the consideration, then the agreement is enforceable. Practically all of the questions arising in connection with this matter, accordingly, have reference to the shipper's assent to the contract or to the consideration supporting his assent. Some cases, especially the earlier ones, hold that whatever the carrier may agree to do, and whatever liability he may agree to assume, be it great or small, is to be taken as a full consideration for the payment to be made by the shipper. They seem to assume, without expressly stating it, that the carrier certainly would charge a higher rate of freight if he were held to his strict common law liability, and that it may safely be taken for granted without special proof that the shipper has secured such a concession from common law rates as to compensate him for waiving part of his common law rights. Most of the cases, however, including the latest and best considered, hold as our correspondent intimates they ought to hold. They hold, in short, that the shipper must have an opportunity to grant the limited liability at a reduced rate or to hold the company to its full liability at a higher rate, that if only one rate is quoted, or is in force upon the line, the court is not to be looked to to assume that the rate which would be quoted to cover full liability would be enough higher to afford a consideration for the shipper's waiver. As a rule, unless the carrier can show a consideration of some other kind, he is required to prove that the shipper had a choice, or could have had a choice by asking for it, between two rates, each being a reasonable rate for the service covered by it, and that he chose the lower one accompanying the carrier's reduced liability.—New York Journal of Commerce.

The present total elevator capacity of Chicago is 65,000,000 bushels. The gain in the capacity of private elevators since 1894 exceeds 330 per cent.

President Valentine of the Armour Grain Co. has resigned to take effect next July. He was the largest trader Chicago has had in late years. He will be succeeded by George E. Marcy, vice-president of the Armour Grain Co.

The markets were under nervous strain all day. Men will accept every wild-eyed rumor as gospel and refuse to believe the most self-evident facts. Candidly, much more attention was paid to the sayings of a man in the penitentiary (superintendent at Topeka) about lessened wine sales than to the promise, verified by centuries of test, that "seed time and harvest shall not fail."—Pope & Eckhard & Co., June 9.

Chicago one-quarter commission rule (in the minds of many) has caused a falling off in trade there. Bucket-shops are more numerous and seem to be doing an increased business, and Chicago (in our opinion) made a mistake in raising the rate of commission just at a time when they were making success in the matter of who was entitled to their quotations. The sentiment of many interior and market dealers at the convention at Chicago a few days ago (with whom the writer talked) was that the rate was too high. The Iowa delegation presented a resolution to that effect but no action was taken.—Zahn & Co., Toledo.

## FIRES--CASUALTIES

The Monarch elevator at Montpelier, N. D., was struck by lightning last month. The damage done was slight.

A tornado destroyed a corn crib owned by the J. E. Dorsey Grain Co. at Cordova, Neb., on May 9. The crib was 160 feet long.

The Duff Grain Co.'s elevator at Gretna, Neb., was destroyed by fire on May 26. The loss was about \$2,500, covered by insurance.

The farmers' elevator at Natrona, Ill., was destroyed by fire on the night of May 26. The elevator was recently erected at a cost of \$10,000.

Sparks from a traction engine, shelling corn at the Schumaker & Hansel elevator at Vincent, Iowa, started a fire on May 11. The damage done was slight.

The explosion of a naphtha engine originated a fire in E. Hoovitz's grain store at New Bedford, Mass., on June 5, which completely destroyed the building.

The National Elevator Co.'s elevator at Chester-ville, Ill., was destroyed by fire recently together with 25,000 bushels of grain. The loss is estimated at over \$30,000.

The engine house of Frank Pence's elevator at Pence, Ill., was destroyed by fire on May 17. The elevator had a narrow escape. Mr. Pence will have the damage repaired at once.

Fire originating from the gasoline engine destroyed J. H. Schmid's elevator at Kirkman, Iowa, with 6,000 bushels of grain on June 1. The loss was about \$12,000 with \$6,000 insurance.

C. W. Carrol's elevator at Blandinsville, Ill., was destroyed by a fire of unknown origin on May 17. About 20,000 bushels of grain were lost. The loss on the building was \$3,500, with \$1,500 insurance.

The St. Anthony and Dakota Elevator at Con-sidine, N. D., and eight empty G. N. Ry. cars were completely destroyed by lightning at 5 o'clock on May 17. The damage to the elevator is estimated at \$15,000.

The Farmers' Elevator Co.'s elevator and coal sheds at Madison, S. D., were destroyed by fire on June 9. The buildings were valued at \$5,000 and about \$4,000 worth of grain and \$500 worth of coal also were burned.

The Rock Island Elevator, at Sibley, Iowa, leased by the A. W. Harris Co., burned to the ground early on May 30. The origin is not known, but it is thought that vagrants sleeping in the building set fire to it while smoking.

Fire of unknown origin destroyed Wiley Bros.' elevator at Bath, Ind., on the night of May 20. The loss is estimated at \$14,000, covered by insurance. About 800 bushels of wheat and 1,600 bushels of corn were lost with the building.

Spontaneous combustion is believed to have caused a fire in the elevator and mill of the Star and Crescent Milling Company, at Chicago, on June 7. The blaze was checked with a loss of \$5,000 to the building and its contents.

The half million bushel steel elevator of the Ogilvie Milling Co. at Fort Williams, Ont., slid forty feet into the Kaministiquia River on May 26. The accident was caused by a defective concrete foundation. The elevator contained 360,000 bushels of wheat, 75 per cent of which is lost. The loss will be about \$500,000.

George McWhorter, a prominent grain merchant of Chillicothe, Ill., was shot and fatally wounded by Thomas Harris, a merchant of the same town on May 18. The deed was prompted by Harris' suspicions of the relations between his wife and McWhorter. A few days previous he had attacked McWhorter with a knife and severely wounded him.

Buried under fifteen tons of corn, Vinci Ezio was smothered in the plant of the Chicago Glucose and Sugar Refining Co. on May 23. Ezio was a grain shoveler, and was leveling the grain in the hopper to the weighing apparatus. He gave the signal that the grain was properly leveled, and Gustave Johnson, his foreman, ordered the chutes opened to permit the entrance of another car load of grain. The grain rushed in, and Ezio, realizing his danger, attempted to scramble up the slope of falling grain. He was unable to keep his footing and fell to the bottom and the grain covered him completely. The foreman gave the signal to stop the chute, but it could not be stopped for several

minutes. By the time workmen obtained shovels and dug Ezio out he was dead.

The grain elevator of Rosbrook & Josey, at Texarkana, Ark., was destroyed by fire recently. The loss on stock, consisting of grain, meal, hay, etc., is estimated at \$12,000; insured for \$5,000. The building and fixtures were owned by Mrs. H. M. Frank of Jefferson, Tex. It is not known how the fire originated.

The big Hargis Elevator on the Santa Fe tracks in Kiowa, Kan., was totally destroyed by fire on May 11. The fire was discovered about three o'clock in the morning, but at that time had made such headway that neither building nor contents could be saved. It is supposed the fire was set by a suspicious looking stranger stopping at the hotel in town the day before.

The Northern Elevator at West Emerson, Man., was burned to the ground early on the morning of May 19, with fourteen thousand bushels of wheat. A C. N. R. car being loaded on the track was also burned. The elevator had a capacity of a quarter of a million bushels, and was put up only two years ago. The total loss is \$20,000. The books were saved. It is thought that a spark from a locomotive started the blaze.

The elevator at Emden, Ill., owned by Bartlett, Frazier & Carrington Co. of Chicago, Ill., and operated by Heilso Van Buening was destroyed by fire on May 14. The fire started about 6 o'clock in the evening and an hour later the elevator was in ruins. The plant had a capacity of 60,000 bushels and was erected in 1878 at a cost of \$6,500. About 3,500 bushels of corn and oats were lost with the building. The cause of the fire is unknown.

Fire caused by lightning almost totally destroyed Elevator "R" at Superior, Wis., on the evening of June 7. The fire started about 6:30 o'clock and owing to lack of water made short work of the house. The property was owned by McCabe Bros. of Duluth and was valued at about \$18,000. It had a capacity of about 50,000 bushels of grain and was used as a storage house for grain going to the mills for grinding. As the mills have not been running much of late the building was practically disused and at the time of the fire was empty of grain. The elevator was struck by lightning once before, about two years ago, and several hundred dollars' worth of damage was done. The plant was built in 1899 by the Amenias-Sharon Land Co. Two years ago it was sold to McCabe Bros. The latter firm has not decided on whether they will rebuild or not.

## SEEDS

S. O. Freeman is reported to have discontinued his seed business at Mt. Vernon, Ohio.

Edward C. Holmes, seed merchant of Somerville, Mass., has filed a petition in bankruptcy.

The warehouse of the Thompson Seed Co. at Farmington, Minn., was completely destroyed by fire recently.

R. H. Canfield is reported to have taken over Fawcett Bros.' seed and implement business at Bellingham, Wash.

The Nishna Valley Seed & Milling Co. has been incorporated at Hamburg, Iowa, with a capital stock of \$25,000. The incorporators are: George Hulshizer, C. D. Butterfield and C. E. Doyle.

The acreage of flax in Dunn County, Wis., has been increased from 200 to 500 acres this year on account of the establishment of a flax mill at Elk Mound, which is proving a great success.

A considerable increase in flax acreage is reported this year from South Dakota. The increase will probably be from 20 to 25 per cent. The general situation throughout the country is summed up by the Duluth Commercial Record to point to a slight increase in area over 1905, but it is conceded weather conditions may affect this forecast.

One of the best yields of alfalfa seed, reported in Oklahoma, is that of 15,000 pounds from one cutting of the crop, on the farm of Alexander McKenzie, an average yield of seven bushels to the acre, or a financial value per acre of \$50 for the one cutting. Two other crops were cut during the same season. McKenzie has a sheep ranch, but makes a specialty of growing both alfalfa and beans.



## OBITUARY

J. K. Dwyer, who has been connected with the grain trade in Chicago for fifteen years, died in that city on May 30, aged 46 years.

A. Saltam, a well known grain dealer of Marshfield, Wis., died suddenly while walking on the street, recently, of heart trouble. He leaves a widow and a large family.

Daniel Hayward, a prominent hay, grain and coal merchant of Brockton, Mass., died recently, aged 85 years, after an illness of two years. Mr. Hayward was born in Brockton and had been engaged in business there over 25 years. He is survived by his fourth wife and six children.

Harry Parsons, who for many years owned and operated an elevator at Iuka, Kan., died at his home at Streator, Ill., on May 25, aged 55 years. Mr. Parsons was born in England and came to this country with his parents when a child. For the past eight or ten years he has resided at Streator, where he was interested in real estate.

James E. Crawley, formerly a grain inspector for the Milwaukee Chamber of Commerce, committed suicide on May 10 by shooting himself through the head with a revolver. Mr. Crawley resigned his position with the Chamber of Commerce last October on account of illness and had been planning a vacation in the hope that a complete rest would restore his health.

John F. Whitney, a well-known grain merchant of Bangor, Me., died on May 25 after a long illness. Mr. Whitney was born in 1838 at Pittsfield, Me., and moved to Bangor in 1870 where he entered the grain business in partnership with George F. Cameron. In 1894 Mr. Whitney was elected a member of the City Council and was prominently identified with civic affairs throughout his career.

Frank K. Dunn, formerly a partner in the Chicago Board of Trade firm of Logan & Co., died on May 15 at the Kenilworth Sanitarium, where he had been a patient a year. Until he was forced to give up business a year ago he was one of the prominent figures on the board. He was born in Hamilton, Ohio, forty-four years ago, and came to Chicago in the early 80's. All his business career in Chicago was confined to the Board of Trade and to the firm of which he was a member.

Homer Andrew, chairman of the Wisconsin Grain and Warehouse Commission, and one of the most prominent business men of Superior, died of Bright's disease, on May 31. Almost continuously since coming to Superior with his family from Brooklyn, Wis., in 1893, Mr. Andrew had been prominently identified with the commercial advancement of the city. He has been treasurer of the Duplex Manufacturing Company since the inception of that concern. He was a member of the Modern Woodmen.

Robert Thorne, president of the Pittsburg Grain Exchange, died on May 23, after an illness of three months of a spinal affection, at the age of 36 years. Mr. Thorne was born in Curllsville, Clarion County, Pa., but moved with his parents to Pittsburg when a boy. His first employment was with his father in the insurance business. Later he went with D. G. Stuart, grain broker; and after leaving that firm he formed the firm of Keil & Thorne, grain brokers, and up until the time of his death was a member of the firm. He was one of the promoters of the National Hay Association; and a year ago was elected president of the Pittsburg Grain Exchange, having been previously treasurer for four years. He is survived by his widow and one son, aged 12.

Major Elisha A. Hancock, head of the firm of Hancock & Co., grain importers and receivers, with offices in the Philadelphia Bourse Building, succumbed on May 28 from the effects of an operation for appendicitis. Major Hancock was born in 1839 near Wilkesbarre, Pa. In 1861 he joined the Federal troops as first lieutenant of the 9th Pennsylvania Volunteer Cavalry. He served four years with the colors and his record was a brilliant one. Mentioned several times in despatches he rose to the rank of major. While in command of the 3rd Battalion at Aversboro, N. C., in 1865, he received a wound which necessitated the amputation of his left leg and his retirement from active service. During his military career he took part in fifty battles and was with Sherman in his march to the sea. His disabled condition having induced him to seek a mercantile occupation, he opened a mining supply store at Plains, Pa., in 1866. For nine years he continued in this business, removing to Wilkesbarre in 1875, and forming a partnership with his brother, a

resident of Peoria, Ill. Together they entered the grain shipping trade in a modest, unassuming way. In 1878 the firm of Hancock & Co. was merged into that of Hancock, Grier & Co. In 1884 it was again established as Hancock & Co., with only the original partners, J. and E. A. Hancock. Major Hancock had been in Philadelphia but four years when he was unanimously elected to the presidency of the Commercial Exchange. Governor Hoyt, on assuming the gubernatorial office, appointed Major Hancock as Quartermaster-General of the State of Pennsylvania with the rank of Colonel, a position in which he served during the Governor's term. While a resident of Wilkesbarre, Colonel Hancock assisted in the organization of the People's Bank, was a director of the institution, and held the place until he left the city. He was one of the founders and later a director of the Fourth Street National Bank of Philadelphia. He was also a director in the Merchants' Beneficial Association, but voluntarily resigned in order to devote his attention to other business. For several years he was a director of the Pennsylvania and New York Canal & Railroad Company, a part of the Lehigh Valley system. Governor Hastings appointed Colonel Hancock as a representative of Pennsylvania, on the staff of Major-General Dodge at the inauguration of President McKinley.

## BARLEY AND MALT

Heavy rainstorms are feared to have done considerable damage to the California barley crop.

The Arizona barley crop this season is estimated at about 15,000,000 pounds. The first barley thrashed in the territory was on the ranch of Frank Murphy, east of Phoenix.

The barley crop for the two new Canadian provinces of Alberta and Saskatchewan for the years 1904 and 1905 is estimated as follows: Alberta, 1904: Acreage 61,549, production 1,658,925 bushels; 1905—acreage 64,530, production 1,829,819 bushels. Saskatchewan, 1904: acreage 24,650, production 410,955 bushels; 1905—acreage 32,946, production 921,551 bushels.

The Tri-City Malt Co. has asked the South Omaha City Council to vacate a portion of a street in order to enable the company to use the ground on which to build a malt house and an elevator, the two to cost \$150,000. The president of the company is Elmer Bryson and the secretary and treasurer is Frank J. Moriarty. The capital stock is \$250,000, fully paid up.

### SAMPLING BARLEYS.

Neumann draws attention to an efficient means of sampling bulks of barley, which is, of course, equally adapted for malt sampling, in order to get as nearly as possible a representative average sample of the grain. When barley is bulked a number of samples are drawn at different points, piled into a heap, and well mixed. The pile is then spread out on the floor in the form of a square, and divided into four approximately equal parts by lines drawn at right angles to one another. From each quarter several samples are taken at different places and all mixed together in another heap, which is spread out, squared, divided, and so on as before, until finally only a half-kilogram (about 1 lb.) remains. This sample is taken for analysis. If the barley is already sacked, then from several sacks, according to their number, are taken samples at different depths in each sack; these sack samples are well mixed and re-sampled as above.—Jahrbuch V. und L. Anstalt.

The members of the Presbyterian church at Moran, Kan., plowed, planted and harrowed a corn field of thirty acres, the harvest from which they expect will net the church close to \$500.

Omaha is very gratified with the progress that her market is making and believes that within a comparatively few years she will be the greatest corn market in the world. The Omaha delegation to the recent meeting at Des Moines of the Iowa Grain Dealers' Association brought with them cards for distribution bearing the words "Try Omaha, the Market Town." Among those who predict a bright future for Omaha are: Omaha Elevator Co., Trans-Mississippi Grain Co., Geo. H. Lyons, J. F. Twanley, Son & Co., Updike Grain Co., Hynes Grain Co., Exchange Grain Co., Merriam & Holmquist Co., The J. H. Hamilton Co.

## PERSONAL

W. H. Reeder will manage the new elevator to be built at Garrett, Ill.

J. A. Miller will have charge of the Bear & Hadden elevator at Griffith, Ill., this summer.

August Evers has been appointed agent for the Great Western Elevator Co. at Blnford, N. D.

Adolph Flint has succeeded John Tridgen in charge of the McDonald elevator at Dumont, Minn.

Michael Rolike of Johnston, Minn., has gone to Herman, Minn., where he will have charge of an elevator.

Dan Mahoney has succeeded W. D. Donovan as agent for the Northwestern Elevator Co. at Graceville, Minn.

Louis Rice of St. Peter, Minn., has been appointed foreman of construction for the Plymouth Elevator Co.

N. M. Nelson of Detroit, Minn., has been appointed agent for the Prairie Elevator Co. at Lancaster, Minn.

George C. Smith, manager of the Occident Elevator Co., has moved from Jamestown, N. D., to Minneapolis, Minn.

Roy Kirkpatrick of Letcher, S. D., has gone to North Dakota where he will buy grain for the Loomis Elevator Co.

W. J. Taylor, for a number of years buyer for the Olson Elevator at Litchville, Minn., has removed to Oberon, N. D.

A Christianson of Halstad, Minn., has been appointed grain buyer for the Northwestern Elevator Co. at Blanchard, N. D.

A. T. Garson of Wilmot, S. D., has moved to Donnybrook, N. D., where he will have charge of an elevator for the Empire Co.

J. E. Heyl has resigned his position as grain buyer for the Peavey Elevator at Wakefield, Neb., and has gone to live in Canada.

Arthur J. Rieger has moved from Plato, Minn., to Webster, S. D., where he has accepted a position with the Webster Grain Co.

W. R. McGrann will have charge of the Andrews & Gage elevator at Richdale, Minn., until a new one is built at Perham, Minn.

John W. Campbell, who is engaged in the grain business at Avon, Ill., has been nominated for county clerk by the Socialist party.

Euclid Massey has resigned his position as manager of the elevator at Carver, Minn. It is reported he will be succeeded by A. Edberg.

J. R. Carey has severed his connection with the Monarch Elevator Co. at Pembina, N. D., and will travel for the Smith Grain Co. of Winnipeg.

E. H. Cooney has resigned his position as grain buyer at Avoca, Minn., and gone to Saskatoon, Canada, where he will make his permanent home.

Robert Fraser who has been a grain buyer in Minot, N. D., for the past three years, has gone to Spiritwood, N. D., where he will have charge of an elevator.

L. F. W. Horstman of Nebraska City, Neb., has gone to Lorton, Neb., where he will have charge of the elevator recently purchased by the Jones Grain Co.

F. W. Case has resigned his position as grain buyer for the Davenport Elevator Co. at Luverne, Minn., and it is reported will be succeeded by G. H. Plomason.

W. C. Montgomery of Long Prairie, Minn., who has been with the Hennepin Lumber Co. for years, has taken a position with the Imperial Elevator Co. of Minneapolis.

C. W. Strauch has resigned his position as local agent for the Iowa-Minnesota Elevator Co. at Nicollet, Minn., to accept a more lucrative one for the Eagle Milling Co. at Tracy, Minn.

S. Crandall has been appointed wheat buyer at the Peavey Elevator at Hankinson, N. D. He will also have charge of the Bayne Elevator at the same place until the new crop is marketed.

Martin J. Troup, who has for the past year or more been in charge of the Atlas Grain Co.'s interests in Jefferson, Iowa, has resigned that position to accept a place with the Neola Elevator Co.

It is said that the big wheat ranches of California are gradually passing out of existence. Wheat growing in the golden state is taking second place, large areas, formerly devoted to grain, now being given over to cattle raising.



## LATE PATENTS

Issued on May 15, 1906.

Automatic Weighing and Dumping Machine.—Robert D. Webb, Minden, La. Filed April 8, 1905. No. 820,455. See cut.

Apparatus for Purifying Grain.—David H. Stuhr, Davenport, Iowa, assignor to American Grain Purifying Company, Pierre, S. D. Filed August 3, 1901. No. 820,680. See cut.

Seed Corn Separator.—Charles L. Frisby, Council Bluffs, Iowa. Filed May 9, 1905. No. 820,775. See cut.

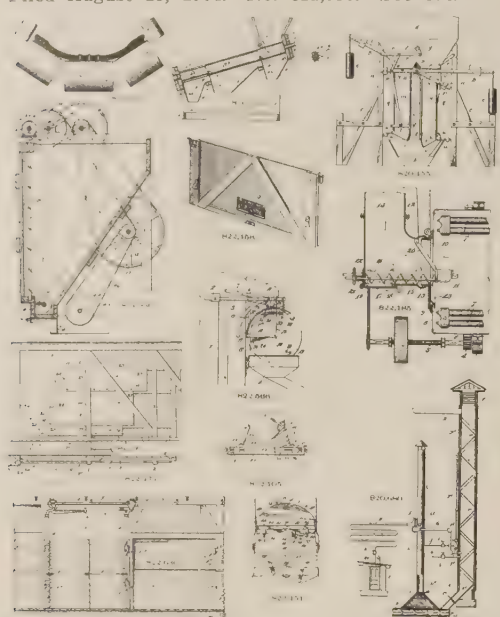
Issued on May 22, 1906.

Conveyor Belt.—George C. Plummer, Philadelphia, Pa. Filed April 18, 1905. No. 821,121. See cut.

Tip-Tank Weighing Machine or Meter.—William H. Pearce, Oak Park, Ill. Filed July 20, 1903. No. 821,531.

Issued on May 29, 1906.

Fuel Feeder.—Henry L. Day, Minneapolis, Minn. Filed August 13, 1904. No. 821,930. See cut.



Device for Separating Cockle from Grain.—John A. Eklund, Verndale, Minn. Filed February 28, 1905. No. 822,105. See cut.

Drier.—George E. Chamberlain, St. Louis, Mo. Filed September 15, 1905. No. 822,185. See cut.

Issued on June 5, 1906.

Automatic Weigher.—James S. Herron, Hunter, Okla. Filed June 6, 1905. No. 822,451. See cut.

Grain Door for Cars.—Talbot Lennox, Chicago, Ill. Filed September 26, 1904. No. 822,458. See cut.

Grain Door for Freight Cars.—John Rohrberg, Sioux City, Iowa, assignor of one-half to Rohrborg Bros., Osmond, Neb. Filed July 6, 1905. No. 822,477. See cut.

Grain Measuring Apparatus.—William Whiteford, Virden, Canada. Filed August 3, 1905. No. 822,566. See cut.

Grain Door for Cars.—Edward Posson, Chicago, Ill. Filed June 1, 1905. No. 822,630. See cut.

Shipments of flax for export this Spring have reached a total of slightly over 3,028,000 bushels, of which about 210,000 bushels goes to Canada for Canadian use. The total exports for the nine months to March 31 were 1,964,000 bushels, of which Canada took about 450,000 bushels.

Desiring more time in which to keep grain in cars without paying demurrage while awaiting sales, grain receivers have unanimously petitioned the directors of the Milwaukee Chamber of Commerce to have the transportation committee intercede for them with the Car Service Association. The directors yesterday afternoon instructed the committee to take such action. The resolution adopted says in part: "The forty-eight hours' free time on demurrage now allowed is needed by buyers which allows no free time for receivers to make sales on the second day and to send samples to Chicago when not salable on the day of arrival."

[For the Grain Dealers' National Association.]

## MUTUAL FIRE INSURANCE.

BY C. A. McCOTTER.

As I look over the program of this convention and note that every speaker is an active worker in association work, it is all the more a compliment to address you as one of the family—if not as a brother grain dealer, then as a foster brother, because of a mutual interest in every problem that affects the welfare of the grain trade. The Grain Dealers' Fire Insurance Company is not the owner of any elevator, yet it has an indirect interest in the preservation and financial success of over four and one-third million dollars' worth of country elevator property, an interest greater than that of all gathered here. Therefore, the problems which affect you affect the insurance company, so that it has the same interest in the benefits of association as yourselves.

Insurance is like any other business, and in the end the consumer or purchaser pays all the bills connected with the production or carrying on of the business. It has been conducted like other lines of business, solely with a view of profit to those owning the business. The law of supply and demand largely governs the success the same as any commercial enterprise. All unreasonably high cost through combinations or otherwise restricts the sale of policies until the expense ratio on the smaller business eats up more than the extra profits. On the other hand, the extremely low price, usually due to the demoralization of competition, weakens the insurance company, causes failure, creates lax methods and in the end fails to give the best service to the policyholders. A grain dealer can trace the same principles of good or evil in the insurance business that he finds in his own business. Competition or the effort to give something for nothing will weaken the financial strength. Co-operation for mutual benefit will strengthen and at the same time distribute the profits over the many.

There has been a great evolution during the past fifty years in all lines of commerce. Old methods of conducting a business are not the most successful to-day. The enterprising grain man is the one who has reformed his methods to the changed conditions. While the new conditions are leading to lines of specialization, the prominent features being developed is the brotherhood of man—the strength that comes in union as against the weakness of the individual.

This introduction is the basis of comparison between insurance and any other commercial enterprise and between association effort and individual indifference. The insurance business has been one that has practically made no changes in its methods to lessen expenses or losses. On the other hand, it has formed associations almost solely for the regulation of prices and with no reference to economy and reduction to the consumer. Through selfish interests in the membership of the associations there have never been compiled any reliable statistics as to the cost for insurance. The only problem has been a price large enough to meet the losses, expenses, profits and a surplus for emergencies. It is known that certain classes of property produces more than its portion of profits to make good the excess loss on other classes, yet no equitable adjustment of rates is made in the interest of the "preferred" business. The cost charged for country elevator insurance is largely a guess as to what the business will stand, and it has been shown that the price asked is based on competition.

In the year 1902 the insurance rates on country elevators were increased about 50 per cent, under the claim that elevator premiums did not pay for the elevator losses. Nothing was offered by the insurance companies to improve the quality of the business or selection of risks carried. The best elevator contributed its portion to pay the loss on the poorest elevator. The insurance company accepted the business on condition only that it could make a profit out of the grain dealer. The proposition of insurance, like many others with which the grain dealer has to deal, was entirely one-sided and there was nothing for the individual to do but accept the conditions laid down. This meant a burden the business would not stand and the elevator owner could not afford sufficient insurance protection for safety.

It was at this time that the grain dealers began to learn the value of local, state and national associations. The leaders took up the question of mutual company for grain dealers only. While no association could afford to stand responsible for an insurance company, and an insurance company could not be a part of or responsible to an association, the organizers applied the principles of association to the insurance question.

The result briefly described was the organization on December 24, 1902, of the Grain Dealers' National Mutual Fire Insurance Company at Indianapolis, Ind. The by-laws governing the company were made by the policyholders and the officers are elected annually by the personal or proxy vote of the members. There are no compensations except for services rendered and upon a salary basis. The funds are under control of the directors and interest earned belongs to the policyholders. Risks are rated by schedule to produce equity between the members. Salaried inspectors survey and reinspect the properties so as to keep only the most desirable business on the books. To keep the number of losses as low as possible, the co-operation of policyholders and their employees is secured through a system of monthly self-inspection reports. This has resulted in a reduction of the loss ratio

during the eighteen months the system has been in force.

The result of this co-operative effort, which is equivalent to association work, has shown good fruit; already there has been saved the policyholders from the rates they would have otherwise paid, over \$94,000. It has a stability not shown in its competitors. Its losses can be only the single elevators as they burn one at a time. Its competitors, under the old system of doing business, are nearly bankrupt through one conflagration while still subject to a repetition of the calamity in a score of other cities. But above and better than these for strength, stability and success is the fraternal interest, confidence and co-operation of elevator owners in this sort of an auxiliary grain dealers' association. Those are the features which have made the record for the insurance company, of which every member is proud.

In association work can be traced the history of the insurance company or in the insurance company can be found the principles of association. The members of the insurance company are united for their mutual benefit. They contribute to the operation of the company for the better contracts and lower cost thereby received. While dividends are not paid, but only actual cost collected by assessments, one can, by comparison with what insurance would otherwise cost, see the direct benefit of the insurance company. On the other hand, the association cannot give a dollar or cent direct benefit, but is handicapped in the indirect methods through which it promotes the business interests of grain dealers. To correct the high rates and defective features of elevator insurance the insurance company entered the business and through competition has reduced rates as a whole besides the saving made on its own business. The Association cannot enter into competition, but must accomplish its reforms through co-operative persuasion and influence.

The insurance company is not a part of any association. The company could not be successful and be obliged to accept risks because they were owned by members of an association. Any association would be foolish to in any way make itself responsible for an insurance company. These facts do not lessen the mutual interest which exists between the two organizations. The fact of local, state and national associations, with friendly meetings of the members for discussion of matters affecting the trade has been the making of the insurance company. The existence of the associations, has made the insurance company, in three and one-half years, larger than similar companies in other lines of business were, without active associations, at the end of ten years. For success the insurance company must go outside of association membership, but this is for the benefit of the associations. Through the insurance company, many a grain dealer has had demonstrated the value of co-operation with his fellow elevator owners in a matter of mutual interest and has been prepared for the broader work of the associations.

While the insurance company accepts its business upon the inspection report and information in the application, one of the vital factors is the business ability of the elevator owner. On this score, one of the strongest recommendations is being a member of a grain dealers' association. Such membership stands for enterprise and wideawake methods. It indicates an interest in all matters affecting the grain trade and an inclination to secure the advantages which the individual cannot get. It has been felt that the association member more readily comprehends the benefits of mutual insurance. The fact that probably four-fifths of the insurance company members are association members would seem to so indicate. In the sections where the insurance company is most active, in a grain dealers' association meeting it will be found that two-thirds present are members of the insurance company. That rule would apply here to-day as to the country grain dealers. Therefore, the few points made in this paper have not been an argument on the writing of mutual insurance, but a demonstration of the value of co-operation of the many as against the efforts of the individual. As association members you formed the insurance company. As insurance company members you have had a practical demonstration of the value of association. You can join with the officers of both organizations as a mutual admiration society for what has been accomplished. The principles upon which both organizations are founded are the basis of good government, the welfare of the many as against the special privileges of the few. The organizations may have their days of reverses or abuse the power they secure, but in the end, the right will prevail, for mutual association has been established in the hearts of the grain dealers and is bound to live.

The warehouse of the Thompson Seed Co. of Albert Lea, Minn., at Farmington, Minn., was totally destroyed by fire about 6 o'clock in the evening of May 6. The loss was about \$3,000, partially insured. The cause of the fire is unknown.

A number of Eastern millers met at Rochester, N. Y., a few days ago, to discuss the advisability of employing a private grain inspector to pass on their Duluth purchases of wheat. A committee will go to Duluth to look the ground over.

At the close of April Portland, Ore., occupied third place among the great wheat shipping centers of the United States, having for ten months ending with April exported 5,658,103 bushels of wheat, valued at \$4,273,090. Puget Sound ports occupy first place on the list, having 7,748,300 bushels to their credit.



## CROP REPORTS

Foster predicts a smaller corn crop than in 1905.

The crop reports of the railroads in the Northwest are optimistic.

Drought and hot winds have damaged wheat in Nebraska. In some counties oats will be a total loss.

Wheat and oats harvesting is well under way in Texas and large yields of both grains are reported.

Heavy rains in California have damaged small grains. Barley suffered the most damage, but late wheat was benefited.

Weather conditions in Iowa have been favorable to corn cultivation and reports indicate that the stand is generally better than usual.

The Oklahoma Grain Dealers' Association estimates the wheat crop of the territory at 22,000,000. Harvesting is in progress, with labor scarce.

Wheat harvesting has been going on in Tennessee since early in the month. The yield is unusually good. Corn has improved 20 per cent, due to timely rains.

Wheat and oats in the vicinity of Comanche, I. T., have been damaged by heavy rains. Much wheat was ready to harvest on June 1, but the ground is too soft for the binders to run.

The Ohio June report places the wheat condition at 95; winter barley, 89; spring barley, 78; rye, 90; oats, 73. Corn growth is uneven and irregular. Some planting remains to be done.

While wheat in some sections of Illinois needs rain badly, a dispatch from Norris City, White County, states that wheat harvesting began near there on June 7, the earliest date for many years.

Lack of rain is causing serious damage to late corn in Indiana. The condition is general over the state. In many sections farmers are plowing up their oats fields on account of the poor prospect.

Kentucky's official report shows that wheat has declined from 97 on May 1 to 76 on June 1 from lack of rain. The oats crop has suffered severely and the present outlook is gloomy. The hay crop will be a short one.

Robert Meighen, of the Lake of the Woods Milling Co., says that the wheat crop of western Canada is as far advanced as at this time last year and the acreage is 10 to 15 per cent greater in the three northwest provinces.

Secretary Smiley of the Kansas Grain Dealers' Association says that the southern part of the state will produce as much wheat as last year, but that the northwestern part, embracing thirty-one counties, will not have over one-third of a crop.

During the last few days of May rains were general over Washington and Idaho and greatly improved wheat prospects. Reports from all sections indicate that the wheat crop is 90 per cent of an average, despite the injury by the cold weather, in which much of the winter wheat was killed.

According to the Missouri report for June, as summarized by C. A. King & Co., the wheat condition is 77, as compared with 81 last June. Corn condition is 76 against 83 a year ago. Only 90 per cent of the planting is finished. Oats condition is 60, against 88 last year. The acreage is smaller than a year ago.

C. H. Thornton of Duluth estimates that the increased area seeded to wheat in the three northwestern states is between 800,000 and 1,000,000 acres, and that the durum area will be 1,500,000 acres out of a total of 16,000,000 acres. The total area in 1905 was about 15,000,000 acres. According to his figures the increase of acreage seeded to durum wheat will be 600,000 acres over 1905.

Snow's report for June suggests a yield of 450,000,000 bushels of winter and 300,000,000 bushels of spring wheat. The oats yield is estimated at 914,000,000, or 39,000,000 bushels less than last year's harvest. He estimates the oats acreage as 30,261,000 acres, against 30,185,000 acres last year. There is a material decrease in the Ohio and Missouri valleys, which is offset by a good enlargement in the Northwest. Condition of the crop is slightly lower than normal, 86.9, against 93.8 last year. Crop prospects in Kentucky, Ohio, Indiana, Illinois, Missouri and Kansas are very poor, but, on the other hand, the situation is exceedingly favorable in Wisconsin, Minnesota, Iowa, Nebraska and the Dakotas.

In the states of low condition the May drought caused poor germination, short early growth and low vitality, as well as decreased area.

Secretary Coburn of the Kansas Department of Agriculture on June 9 issued a report bearing on the condition of the more important growing crops. Winter wheat has declined to 70.5, a loss of 19 points since April. The corn condition is 79, against 86 in 1905 and 78.6 in 1904. The total acreage is not known, but it is probably below that of last year. The condition of oats is more or less uniformly low and the general average is 58.5. In a majority of counties the outlook is unpromising.

The crop reporting board of the bureau of statistics of the Department of Agriculture finds, from the reports of the correspondents and agents of the board, as follows:

Preliminary returns on the acreage of spring wheat sown indicate an area of about 17,989,000 acres, an increase of 38,000 acres, or .2 per cent, as compared with the estimate of the acreage sown last year.

The average condition of spring wheat on June 1 was 93, as compared with 94 at the corresponding date last year, 93 on June 1, 1904, and a ten-year average of 94.

The following table shows for the five principal spring wheat states the acreage compared with last year, on a percentage basis, and the condition on June 1 last year, with a ten-year average.

States—	Acreage.	1906.	1905.	10-yr. av'ge.
Minnesota .....	95	91	92	93
North Dakota .....	107	95	95	94
South Dakota .....	101	95	92	95
Iowa .....	91	95	93	95
Washington .....	104	92	97	94
United States .....	100.2	93	94	94

The average condition of winter wheat on June 1 was 83, as compared with 91 on May 1, 1906; 86 on June 1, 1905; 78 on June 1, 1904, and a ten-year average of 81. The following table shows for each of the principal winter wheat states the condition June 1 last year and that on May 1, 1906, with the ten year June averages:

	June 1, 1906.	May 1, 1906.	June 1, 1905.	10-yr. av'ge.
Indiana .....	80	94	94	71
Kansas .....	74	87	78	82
Missouri .....	78	89	84	79
Nebraska .....	86	92	93	88
Illinois .....	78	88	80	72
Ohio .....	86	94	95	73
California .....	85	89	78	78
Pennsylvania .....	91	96	94	85
Oklahoma .....	90	93	75	87
Texas .....	87	91	76	80
Michigan .....	75	78	95	73
United States .....	83	91	86	81

The total reported area in oats is about 27,678,000 acres, a decrease of 368,000 acres, or 1.3 per cent, as compared with the estimated area sown last year.

The average condition of oats on June 1 was 86, against 93 on June 1, 1905; 89 at the corresponding date in 1904, and a ten-year average of 91.

The acreage reported as under barley is more than that estimated as sown last year by about 133,000 acres, or 2.7 per cent.

The average condition of barley is 93.5, against 94 on June 1, 1905; 90 on June 1, 1904, and a ten-year average of 90.

The average condition of rye is 90, against 94 on June 1, 1905; 86 on June 1, 1904, and 90, the mean of the corresponding averages of the last ten years.

## TRANSPORTATION

Milwaukee railway officials state there is no fear of a car shortage the coming season. Conditions at present are reported to be normal.

Western railroads have withdrawn the excessive elevator charges at Minneapolis and are seriously considering similar action at Missouri River points, thus removing expensive and annoying discrimination against several grain producing states and as well several large elevator and shipping interests.

April was a record month in Canadian lake navigation. More grain was shipped out of Port Arthur and Port William than ever before in the history of those ports. The amount is estimated at 5,500,000 bushels. About 3,000,000 bushels of this was carried in United States bottoms, mainly to Buffalo, N. Y. The going rate to Georgian Bay and Lake Huron ports has been

2½c. The United States vessels gave the same rate to Buffalo.

The railroad traffic managers have agreed to a readjustment of grain rates from the Northwest into the Southeast which will preserve for the Chicago market a large territory which has for years been partially drained through St. Louis. The Illinois Railroad and Warehouse Commission has entered its final order in the rate reduction case that has been before it two years. Grain rates come in for a slash of 10 per cent.

President A. B. Stickney of the Great Western, at a meeting of railway men at Chicago on May 22, tried to get the Western trunk line committee to agree to the abolition of elevator allowances to grain dealers. In the meeting of the committee, Mr. Stickney made a speech against the practice and declared that out of it grew a great many evils. He asked J. C. Stubbs, traffic director for the Harriman lines, to cancel the Union Pacific's contract with the Peavey Elevator Company, which would enable all other roads to take out the allowances. Mr. Stubbs said several prominent attorneys had declared the Peavey contract to be legal and added that he did not feel like relinquishing the advantage it gave his road. Mr. Stickney took the position that it cost the railroads money and led to manipulation of grain. He also said the Chicago elevator interests had asked for a similar allowance for elevation, the allowance at the Missouri River being 1½ cents per 100 pounds, and that he did not see how they could be refused unless all such practices were stopped. The subject will come up for discussion at another meeting.

## For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

### FEED BAGS.

Sewing twine, etc., for sale. Bottom prices. WILLIAM ROSS & CO., 57 S. Water St., Chicago.

### MONEY IN YOUR POCKET.

If you want to change that second-hand machine into money advertise it in this department. Or if you have a grain elevator to sell or rent, or wish to buy, make your wants known through these columns.

### UNUSUAL OPPORTUNITY.

A well-established feed, grain, hay, straw and poultry supply business for sale. An exceptional chance for an energetic man. Good location. Buildings, private switch and ample facilities for increasing the business. Full particulars on request. Address

A, Box 156, Poughkeepsie, N. Y.

## ELEVATORS AND MILLS

### FOR SALE, RENT OR EXCHANGE.

Good mill and elevator located in fine wheat country. Favorable terms. Address

F. S. R., Box 1, care "American Elevator and Grain Trade," Chicago, Ill.

### FOR SALE.

Elevator and coal business. In good farming community in southeastern Iowa. Address

IOWA, Box 5, care "American Elevator and Grain Trade," Chicago, Ill.

### FOR SALE.

I have for disposition a modern, up-to-date 500-barrel flour mill, recently remodeled, trade established, and would consider an exchange for farm lands located in North Dakota or Minnesota, or might consider some live elevator property well located. Address

H. E., No. 46 Summit Place, Minneapolis, Minn.



**FOR SALE.**

Texas elevator, on joint track of T. & P. and M. K. & T. railways. Practically new, most substantial, and well fitted up. Address  
H. WALDO, Collinsville, Texas.

**FOR SALE.**

Nine elevators in Southeastern Iowa, on the C. B. & Q. R. R. Total storage capacity, 200,000 bushels. For further information address  
H. D. EVERINGHAM, Fort Madison, Iowa.

**FOR SALE.**

Four new 25,000-bushel grain elevators, located on the Chicago & North Western Railway in Minnesota. All kinds of grain handled. Address  
SPRINGFIELD MILLING CO., Springfield, Minn.

**FOR SALE.**

One of the best elevator properties in Central Ohio. Lumber yard and coal yard in connection. If sold before July 1, inviting terms will be named. Address all communications to  
BOX 66, Marion, Ohio.

**FOR SALE.**

If taken before June 15, one slate roof new elevator, \$9,000, and a \$40,000 lumber and a \$20,000 coal and tile business at cost invoice. Profits averaged \$7,000 past two years. Another station, two elevators; coal business alone pays over \$3,000 profit. Both houses \$12,000. All in eastern Indiana. Must be quick to get both or either. Write  
JOHN A. RICE, Frankfort, Ind.

**FOR SALE.**

An 80-barrel mill, Plansifter System, steam power. Located in Central Iowa. County seat town of 3,000. Nearest mill 30 miles. Established local and merchant business. Situated on two railroads—C. & N. W. and C. M. & St. P. Load your product from mill door. Bin capacity, 8,000 bushels. Storage for 5 cars of flour and feed. Modern machinery throughout; everything convenient and handy. Good corn, rye and buckwheat mill and reels. Corn sheller, 300 bushels per hour, with dump. The power plant is first class. Corliss engine, boiler, stack, etc., in first-class condition. You would have to investigate this property to appreciate it. Reason for selling, it is owned by local capitalists, who know nothing of the milling business and their time is taken up with other matters. Address  
IOWA, Box 6, care "American Elevator and Grain Trade," Chicago, Ill.

**GRAIN AND SEEDS****FOR SALE.**

First-class clover seed and pure bred Leaming seed corn. Address  
L. F. STOECKER, Peoria, Ill.

**MACHINERY****FOR SALE.**

One No. 5 Monitor Receiving Separator with double fan; in good condition. Address  
SPRINGFIELD MILLING CO., Springfield, Minn.

**FOR SALE.**

Gas or gasoline, 12-horsepower engine; made by W. P. Callahan & Co., Dayton, Ohio. Nearly new.

REED-BEAR GRAIN CO., Hicksville, Ohio.

**FOR SALE.**

One attrition mill manufactured by the Foos Mfg. Co., Springfield, Ohio. Nearly new. Size No. 13½; 24-inch plates, with reversed drive and upright cob crusher. This outfit will be sold cheap. Address  
M. W., Box 6, care "American Elevator and Grain Trade," Chicago, Ill.

**FOR SALE.**

Porter Engine, 10x12, center crank; complete without governors; in first-class condition. Address  
M. J. LEE, Kempton, Ind.

**FOR SALE.**

One 50-horsepower Foos Special Gas Engine, in perfect condition. Suitable for flour mill or other purposes. Address  
BROWN & VARNEY, 311 Main Street, Cincinnati, Ohio.

**FOR SALE.**

Gasoline engines; one 54-horse Fairbanks-Morse; one 28, one 16, one 12, 2, 8 and 25 horsepower Sterling Charter. All sizes and prices in small sizes.

A. H. McDONALD, 38 W. Randolph St., Chicago.

**FOR SALE AT BARGAIN PRICES**

One double Clark Power Grain Shovel. Two single Clark Power Grain Shovels. One No. 7 Monitor Receiving Separator. Also a changing list of other machinery and supplies used by elevators.

Write us when in the market for anything.

MACHINERY EXCHANGE CO., 1303, 1305 and 1307 St. Louis Ave., Station "A," Kansas City, Mo.

**FOR SALE.**

One iron-frame car puller, with 9x20 capstan, 28x12 driving pulley, 7x4 pinion, with jaw clutch 28x4 gear suitable for pulling 8 to 10 cars on a straight track.

One No. 99 Barnard & Leas Special Elevator Separator.

Both of these machines for sale cheap for cash. Good as new. Address

C. D. STEPHENS, Consulting Engineer, 960 Monadnock Block, Chicago, Ill.

**FOR SALE.**

One No. 4 two-fan Monitor Dustless Receiving Separator, capacity 300 to 600 bushels.

One No. 0 two-fan Monitor Dustless Receiving Separator, capacity 1,500 bushels.

One No. 7 Invincible Milling Separator, capacity 250 bushels per hour.

Five No. 7 Eureka Warehouse Scourers, capacity 350 bushels.

One No. 9 two-fan dustless Monitor Receiving Separator, capacity 3,000 bushels.

All in fine condition.

STRAUB MACHINERY CO., Cincinnati, Ohio.

**SCALES****SCALES FOR SALE.**

Scales for elevators, mills, or for hay, grain or stock; new or second-hand at lowest prices. Lists free.

CHICAGO SCALE CO., 299 Jackson Boulevard, Chicago, Ill.

**"THE STANDARD" SCALES.**

For all purposes. Portable, Wagon, Hopper and Track Scales. Guaranteed durable and accurate; quality higher than price. Not in the trust.

THE STANDARD SCALE & SUPPLY CO., Station U., Chicago, Ill.



[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

**WANTED.**

Location for feed and corn mill in good railroad town. Site must be on railroad siding. Will erect a \$4,000 plant. Small bonus solicited. Must be in good corn country. Address

M., Box 6, care "American Elevator and Grain Trade," Chicago, Ill.

**TO EXCHANGE.**

Illinois corn and wheat farm to trade for good paying grain elevators. Address  
J. M. MAGUIRE, Campus, Ill.

**MACHINERY WANTED.**

One sheller, capacity 300 to 500 bushels per hour.

One cleaner for above sheller.

One 8-ton wagon scale, with platform 8x22 feet.

One wagon dump.

One elevator, complete, with steel cups 5x9 or larger, 60 feet between centers.

The above must be in first-class order and price low. Address

CLAY COUNTY MILL & ELEVATOR CO., Piggott, Ark.

**SITUATIONS WANTED****WANTED.**

Position as manager of elevators, or solicitor. Fifteen years' experience in handling grain. Address

BOX 15, Galva, Kan.

**SITUATION WANTED.**

By a young man with 15 years' experience in the grain business, with good record and references, to take charge of a large elevator, or line of elevators, as superintendent. Address

P. O. BOX 9, Mayville, N. D.

**HELP WANTED****ELEVATOR OR MILL MEN WANTED.**

We have on our list several mills and elevators owned by non-residents who want to put them in operation, and we wish to correspond with elevator men, millers, managers, office men, bookkeepers who are interested in good elevator or milling propositions.

IOWA MILL BROKERS, Independence, Iowa.

**ELEVATORS WANTED****WANTED.**

Elevator or mill and elevator for good improved Illinois or Iowa farm. Address

IOWA, Box 1, care "American Elevator and Grain Trade," Chicago, Ill.

**GRAIN WANTED****WANTED.**

We are always in the market for oats, corn, beans, feeds and hay of all kinds. Send us your quotations.

SOUTH SHORE GRAIN CO., Quincy, Mass.

**Brainerd-Prather Grain Co.**

WILLIAMSVILLE, ILL.

Elevators at Williamsville and Vanwood

Buyers at the following C & A. points: Williamsville, Vanwood, Sherman and Ellis.

**ROOFING AND SIDING.****SYKES STEEL ROOFING CO.**

611 So. Morgan Street, Chicago

**MAKERS OF FIREPROOF WINDOWS**

WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap Roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc.

We make a specialty of

**Corrugated Iron and Metal Roofing For Grain Elevators**

And take contracts either for material alone or job completed. Write us for prices. We can save you money.



**DECORAH, IOWA****DWARF ESSEX RAPE**

Name quantity wanted and let us make you lowest delivered price.

Also Clovers, Pure Seed Flax and Timothy Also Field Seeds generally.

Get our prices before buying.

N. H. ADAMS & SON, Decorah, Ia.

**GRAIN RECEIVERS****BATTLE CREEK****McLane, Swift & Co.,**

Buyers  
of

**GRAIN**

Battle Creek,  
Mich.

CORRESPONDENCE FROM EASTERN BUYERS SOLICITED

**BOSTON**

**Wheat**  
— A —  
**Specialty**

**A. P. Aldrich & Sons**  
Incorporated. Capital, \$150,000

**Hay, Grain, Flour**

201 Chamber of Commerce  
Established 1882 BOSTON, MASS.

**DECATUR**

OUR BIDS ARE GOOD ONES.

**CLEVELAND****THE UNION ELEVATOR CO.**

BUYERS AND SHIPPERS

WHEAT, CORN, OATS, HAY AND STRAW

OUR SPECIALTY: RECLEANED ILLINOIS SHELLED CORN  
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Members of the Baltimore Chamber of Commerce, Chicago Board of Trade, St. Louis Merchants' Exchange, National Grain Dealers' Association, Indiana Grain Dealers' Association.

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**GRAIN RECEIVERS****PITTSBURG****HAY****The Best Market in the World**

Our superior facilities and connections with large buyers of HAY and GRAIN enable us to get the best prices. Liberal advances made on shipments.

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In the one spot 38 years.

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Exclusive control of a good account desired for Western Pennsylvania

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Let us hear from you and we will make you track bids regularly. We are always in the market.

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29 Chamber of Commerce

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Ask for our Bids and Quotations.

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We handle Beans, Barley, Rye, Corn, Wheat. Try us. Liberal advances.

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Write us freely on all matters pertaining to grain and field seeds.  
Your questions fully and cheerfully answered; particular attention paid to timothy seed and grain by sample. Consignments and speculative orders receive our careful personal attention.

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77 Board of Trade

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ON ALL MARKETS IN NEW YORK HARBOR

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Storage capacity 8,000 bales, 80,000 bushels.  
Let us know what you have to offer.



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### TYNG, HALL & CO.

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ROOMS 33 AND 35 CHAMBER OF COMMERCE  
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### Van Tassell Grain Company

GRAIN COMMISSION MERCHANTS

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Capital Stock \$50,000.00

Established 1876. Incorporated 1906.

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Successors to Warren &amp; Co.

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See the point?

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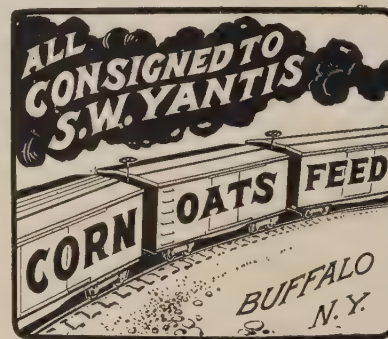
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We do not buy any grain, but handle on commission, and solicit your Buffalo consignments.

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69-70-71 Chamber of Commerce

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We buy delivered either of these points, or f. o. b. your stations. Fireproof elevators and seed houses.  
Unlimited storage capacity for grain and seed. Storage capacity, 6,000,000. Unloading capacity, 300 cars daily.

Clipping Capacity, 175,000 Daily. We trade in futures.



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The Hess Grain Drier stands guard over the country's grain bins, insuring owners of soft grain from the dangers and losses of deterioration.

It has preserved and increased the corn exporting business of the United States, by enabling shippers to safely guarantee the condition of their exported grain upon its arrival at destination.

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Oldest Flour Mill Mutual in America  
SAVED TO MEMBERS  
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## Insurance on Elevators and Grain!

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We Have--Paid Losses \$1,500,000.00. Total Assets \$1,800,000.00. Net Cash Surplus \$328,000.00.

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CHARTERED 1865

Insurance with a maximum of security at a minimum of cost for ELEVATORS, WAREHOUSES and CONTENTS, on the Mutual Plan.

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No conflagration hazard.

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159 La Salle Street, Chicago Agents.

**\$2.50** American Miller  
AND  
American Elevator  
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FOR ONE YEAR

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## QUALITY AND VALUE



WE call them twins because they are both alike—both the best.

To paraphrase Abraham Lincoln: You can get quality at a high price in some lines and low price without quality in other lines, but you cannot get both quality and value in any line but the Wolf.

And the quality of Wolf Elevating, Conveying and Power-Transmitting Machinery is distinctively the highest—not only as regards material and workmanship, but also in exclusive features patented by us and not obtainable elsewhere.

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Superior Service, Both  
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- 1st. Good construction.
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- 4th. A good fire insurance policy. Some rely on the insurance policy only. The cost then is high enough to pay for all defects the first three protective conditions avoid. If you will provide the first three preventive features, the insurance policy at a low cost will be provided by the

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It is a Company composed of grain dealers only and operated exclusively for the benefit of its members. Ask for a financial statement. Adopt the self-inspection system and have cost reduced for good care and maintenance. Write for copy of rate specifications when building or remodeling, to reduce rate. Send to-day date of expirations that we may arrange for inspector to call at proper time and figure with you. Address

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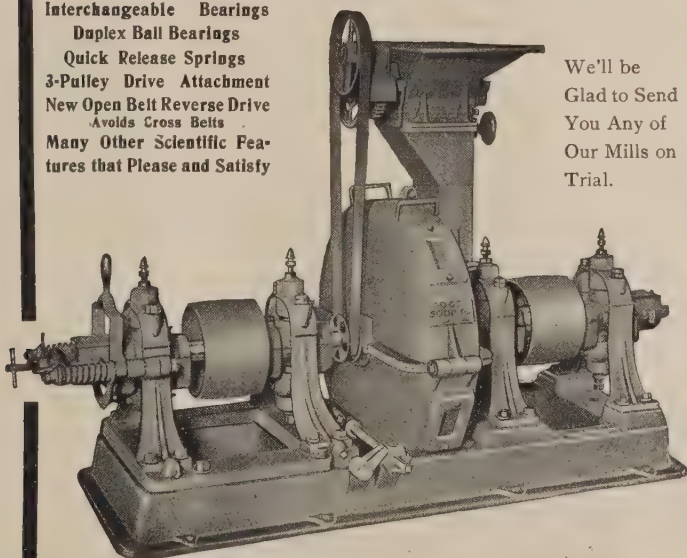
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#### Exclusive Features

Interchangeable Bearings  
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Quick Release Springs  
3-Pulley Drive Attachment  
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Avoids Cross Belts  
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You Any of  
Our Mills on  
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Fast, Fine Grinding

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(NOT KILL DRIED)

The Ellis Drier insures even and perfect drying at low temperatures. The only machine where the air passes through the grain uniformly and reaches every kernel. Built in all sizes from five bushels' capacity and up.

**"Ellis Grain Drier"**

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Sole Manufacturer

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## MACDONALD ENGINEERING CO.

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650,000-Bushel Steel Elevator, under construction.  
This bin story was erected in 30 working days.

**Builders of Grain Elevators  
in Wood, Steel, Concrete or  
Combination Materials.**

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CONTRACTOR FOR

**GRAIN ELEVATORS**

ALSO

Full Stock of Elevator and Mill Supplies and Scales

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Designer and Builder of GRAIN ELEVATORS

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*Designers and builders of Grain Elevators  
in all parts of the world.*

STEEL BRICK WOOD  
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## Grain Elevator Department

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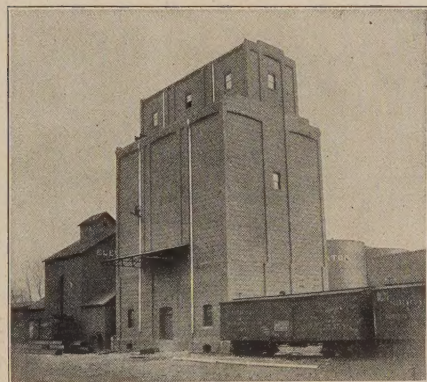
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**Grain Elevators  
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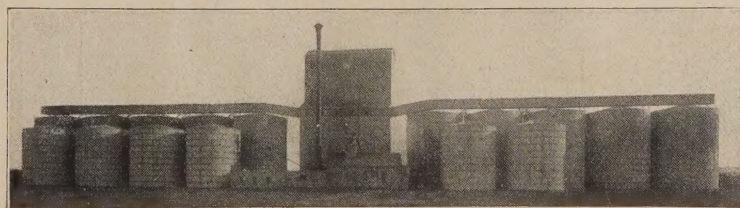
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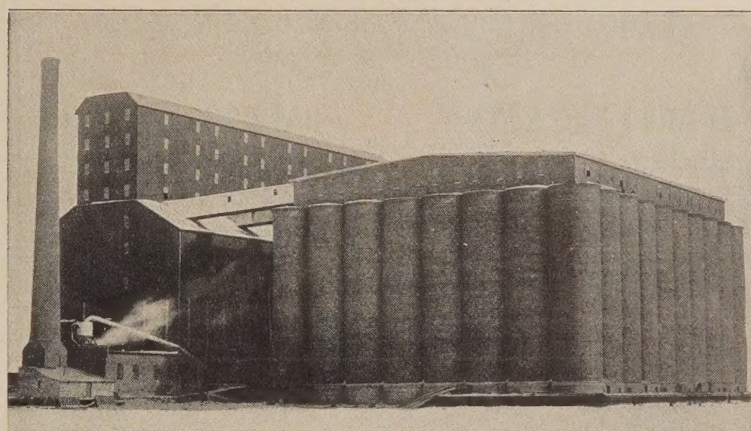
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North Star Malting Co., "	500,000	Arthur,	2,250,000
Victoria Elevator Co., "	250,000	David Stott Milling Co., Detroit,	200,000
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We have under construction at the present time the following plants:

Schlitz Brewing Co., Milwaukee,	550,000	Texas City Imp. Co., Texas City, Tex.,	500,000
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C. St. P. M. & O. Ry. Co., Itasca,	1,125,000	Grand Trunk Elevator, Portland, Me.,	1,000,000
Belt Line Elevator, Superior,	2,500,000	F. H. Peavey & Co., No. 1,	1,750,000
Superior Terminal, Superior,	2,500,000	Interstate Elevator, Minneapolis,	1,000,000
Pittsburg & West Ry., Fairport, O.,	1,000,000	Texas Pacific Ry. Co., Westwego, La.,	1,000,000
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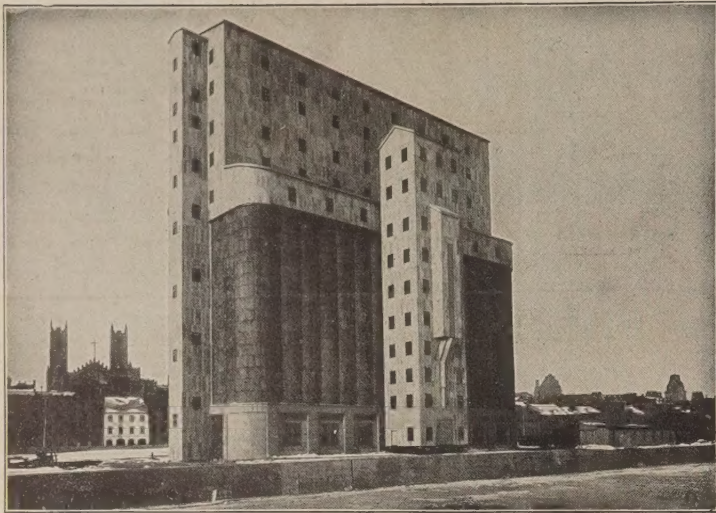
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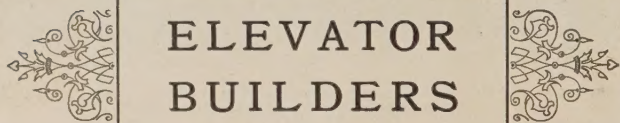
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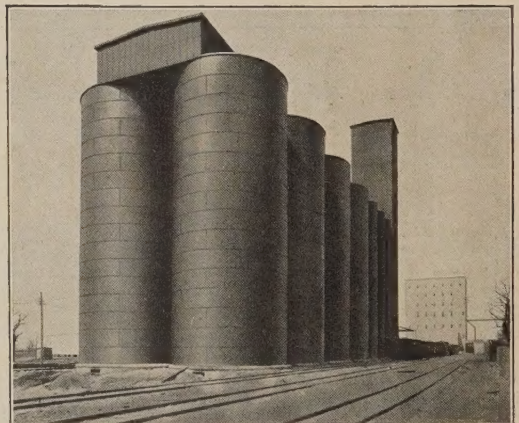
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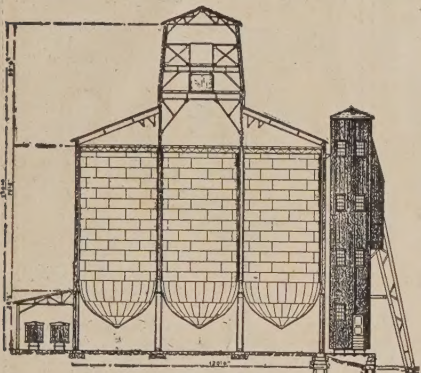
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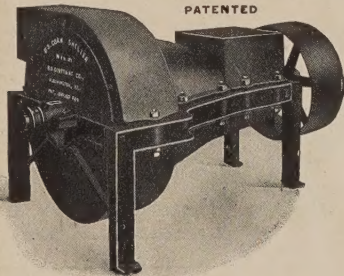
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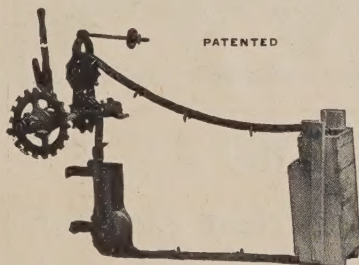
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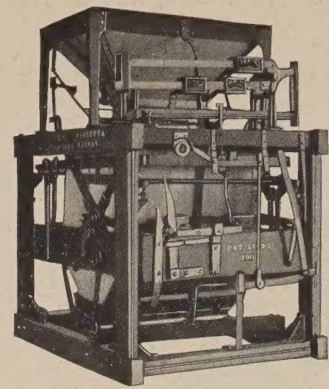
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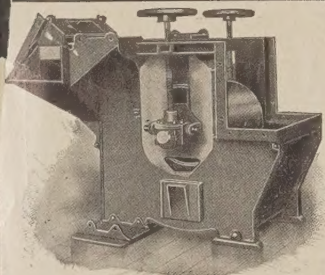
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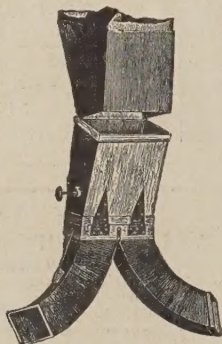
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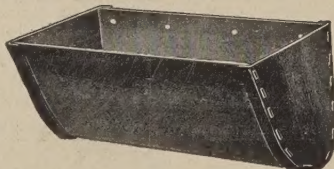


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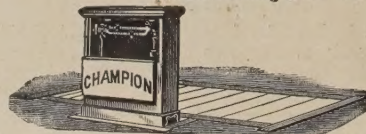


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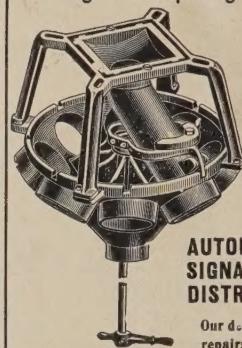
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